

THE NATIONAL Provisioner

THE MAGAZINE OF THE

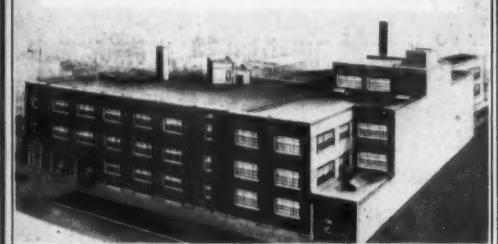
Volume 99

Meat Packing and Allied Industries

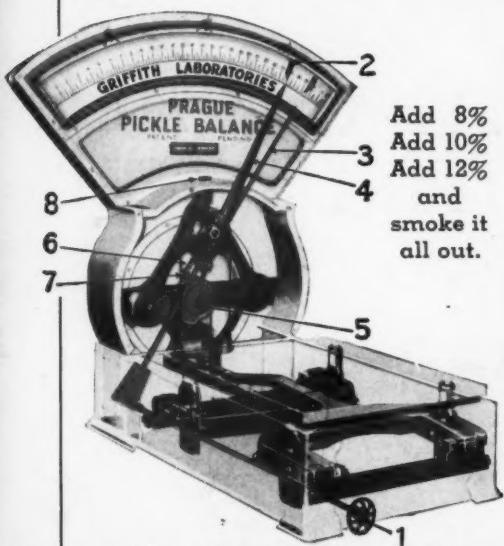
Number 22

NOVEMBER 26, 1938

THE GRIFFITH LABORATORIES' CHICAGO FACTORY



This building is dedicated to the service of the meat packing and sausage making business.



We build the Big Boy Artery Pickle Pump line, costing from \$75.00 for the No. 7 to \$200.00 for the No. 4 and \$320.00 for the No. 3, and other sizes to suit your need.

We build a motor-driven Stringing Machine and many other mechanical helps to the meat industry. Stainless steel needles for all purposes.

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

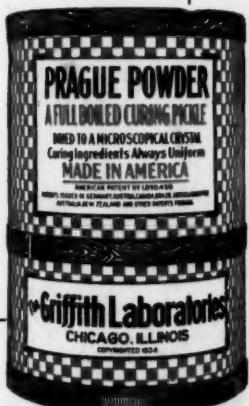
WE BELIEVE IN ARTERY PUMPING. We believe that PRAGUE POWDER Pickle is the best pumping pickle because it has the power of deep penetration and gives a flavor in the cured hams, with no bitterness, like saltpetre; and no burning or shortening effect like nitrite.

WE BELIEVE IN CONTROLLING THE AMOUNT OF PICKLE that goes into the ham and that is why we invented the PRAGUE Pickle Balance or Percentage Scale. Why guess? Weigh your ham. Weigh your pickle.

The PRAGUE PERCENTAGE SCALE is the soundest, best scale for your purpose that can be built. It is practically rust proof; it is definitely a balance scale, not a spring scale. It is satisfactory in every place where it has been used. Look at the facts and do not listen to too much sales talk. We will send our scale on guarantee of satisfaction. Proof of its value is in its using.

You are going into fall trade, making hams for slicing and frying; making hams for baking and the "Ready to Eat" ham for family use. We suggest that these products be made on the very best plan that is available.

Take your green ham and pump in 8, 10 or 12% PRAGUE POWDER Pickle. When your hams go into the smokehouse see that all this added pickle is smoked out. This is a standard ham. This ham suits the housewife.



THE GRIFFITH LABORATORIES

1415-1431 West 37th Street, Chicago, Illinois

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FINE QUALITY

... Is Not Enough

Fine quality is all important in making sales and in building repeat business, but profitable sausage production calls for much more. The percentage of yield, wage costs, upkeep expense, power cost, and a dozen other factors find their way into the profit and loss statement of every sausage plant.

The New Buffalo Self-Emptying Silent Cutter, more than any other sausage machine ever built, guarantees the maximum of quality and yield—and creates an entirely new low in operating cost and maintenance expense. It operates faster, reduces wage cost, consumes less power per pound of meat, takes up less floor space, requires less upkeep expense, and in every way helps to put sausage production on a lower cost basis than ever before in the history of the industry.

BUFFALO SELF-EMPTYING SILENT CUTTER



THREE SIZES
MODEL 70B — 750 to 800 Pounds
MODEL 65B — 550 to 600 Pounds
MODEL 54B — 350 Pounds

JOHN E. SMITH'S SONS CO.

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WHY DON'T
THEY PUT THAT
IN CANS?



There's no argument about the can as a modern package. It withstands a lot of rough usage. And, today, the container which combines the maximum of protection and convenience is the package most acceptable to manufacturer, wholesaler, and consumer.

The only question is, whether your product is suitable for packaging in tin. Our development department and research laboratories look at it both ways. Sometimes they can suggest ways of making the product suitable for can packing, as

well as making a can suitable for the product.

They have done some splendid work for manufacturers of all kinds of products. They are constantly developing special linings, closures, and all the other points that have helped make the can the modern container for thousands of products.

If you've been wishing your product could have the salability of a tin can—its lighter shipping weight and freedom from breakage—why not communicate with our nearest office? Our research, development, and package design facilities are available to you any time.

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THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES



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Daily Market Service

(Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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THE BEST OF HAM BOILERS

and the best of boiled hams go hand in hand



When you find superior quality boiled hams with fine flavor and appetizing appearance, undoubtedly you'll learn that they were produced in ADELMANN Ham Boilers!

The reason is, only ADELMANN offers the combined advantages of self-sealing, non-tilting cover, and elliptical yielding springs with their wide variable pressure. Hams cook in their own juice, shrink is definitely reduced, flavor and quality are greatly improved. Operating and maintenance costs are minimized. Hams produced with ADELMANN Ham Boilers really sell!

ADELMANN Ham Boilers are made of Nirosta (Stainless) Steel, Monel Metal, Cast Aluminum and Tinned Steel—the most complete line available. Liberal trade-in schedules permit worn or obsolete retainers to pay a substantial part of the cost of equipping with new ADELMANN Ham Boilers—“The Kind Your Ham Makers Prefer.”

Write!

HAM BOILER CORPORATION

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European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Collin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto



PRESCO PICKLING SALT

PRESCO PICKLE PUMP

**BOARS HEAD
SUPER SEASONINGS**

**BOARS HEAD
PICKLING SALT**

**PRESCO CERTIFIED
CASING COLORS**

NEW PROCESS · F.L.P.

SURE WE USE ARMOUR'S NATURAL CASINGS

**...we know they help
our sausages to sell!**

You can take it from me . . . and I've been in the sausage business for a long time—natural casings do a lot for your product.

In the first place, natural casings permit great smoke penetration...that's because their texture is porous...and we all know the finer flavor that comes from adequate smoking.

Then, natural casings are flexible. That means casings that "fit" the sausage—give it a fresh, well-filled appearance at all times.

And of course, they are *naturally* fine protectors of your sausages' quality—tenderness, too.

My casing order always goes to my local Armour Branch House. That way I *know* I'm getting the advantage of Armour's strict standards of quality. Armour's careful grading of raw materials and excellence of product fills the bill for me. They get my vote . . . and my order . . . every time.

ARMOUR'S NATURAL CASINGS

Armour and Company • Chicago



THE NATIONAL PROVISIONER

NOVEMBER 26, 1938

*The Magazine of the Meat
Packing and Allied Industries*

IN THE office files of an Eastern sausage manufacturing plant is what is referred to by executives of the company as a "detailed cost survey."

Started as a source of information by an executive who believed that every operating detail—no matter how trivial—is important enough to rate careful consideration and study, the survey has expanded until it has become an important cost-finding and operating guide for conduct of the business. Its constant revision is the part-time duty of one of the firm's office employees:

Each Operation Studied

This survey segregates each operation required in the handling, processing, packing and distribution of every product manufactured in the plant. Time required to perform the operation is checked periodically with a stop watch. Ingredients used are carefully weighed and recorded at intervals. Power and labor costs are determined, and all other information having any bearing on the operation is recorded.

Studies and investigation of methods and equipment, other than those used for performing each operation—but which might be used to advantage—are also included with the survey.

Strange as it may seem, the greatest benefits obtained from this survey, the executives of the company say, have been its by-products—that is, improvements in methods and reductions in production costs not primarily sought, but suggested by information gained from detailed studies made for cost and control purposes.

Small Savings—Big Totals

One thing the data have emphasized—and which many processors apparently overlook—is that no saving is so unimportant that it can be neglected. Many small losses throughout a plant total a very

respectable sum in the course of an entire year.

"During your trip through the plant you undoubtedly noticed our new silent cutter," said the president of the company to this reporter. "This machine is a practical demonstration of the manner in which our detailed cost survey enables us to maintain a reasonable spread between our costs and the selling price of our finished products.

"We know to a fraction of a cent what it formerly cost us to cut with two smaller machines which the new cutter replaced. By checking these costs with the guaranteed results of the new machine, it did not take us long to determine that savings in

time, power and labor would return us a large interest on an investment in the new machine. Saving in cutting cost per pound of product is small. But when multiplied by the monthly output which goes through the silent cutter, and after deducting fixed charges on the machine, it certainly is worth while.

Placing Equipment for Economy

"You probably noticed also that our four stuffers are placed in various locations in respect to our stuffing tables. This is an experiment—started as a result of information published by THE NATIONAL PROVISIONER—to determine which arrangement of stuffer and stuffing table is most efficient. We have gathered some very interesting and valuable information which will enable us to make a worthwhile saving in linking cost. Our present test is a check against the new information we have collected and the data in our detailed cost survey before permanently arranging our stuffing and linking set-up.

"I believe we are producing sausage cheaper than any other plant of our size in the country, quality considered. I do not say this boastfully, for any

(Continued on page 42.)

VALUE OF A COST SURVEY IN THE SAUSAGE PLANT

Observer Discovers a Plant

Where Importance of Small Savings Is Not Overlooked

PACKERS CAN CUT COSTS BY GENERATING POWER

Easily Made Surveys in Any Plant Will Show Savings Possibilities

THE practice of generating steam for processing and then purchasing power for equipment operation is costing many packers huge sums each year.

It is difficult to bring to the meat plant executive not technically minded, and unfamiliar with the theory and practice of steam and power generation, a realization of this fact and that the savings he can make by rehabilitating his power plant are almost unbelievably large. This is why THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE has persistently urged packers to find out for themselves the possibilities in their particular plants.

The average packer is progressively alert to save comparatively small sums by reducing shrink in processing, altering formulas, changing packaging procedure, etc. It is difficult to understand why he closes his eyes to the possibilities of making large savings in his power plant, and why he persistently refrains from taking any steps to determine just what steam and power are costing him with his present set-up and what they would cost him with modern engine and boiler rooms.

Proof of Savings

This apparent indifference might be excused if packers' power plants making power as a by-product were not available for study and comparison. There are in operation, however, many such plants, costs and savings in which have been published and are available to packers interested.

These modern plants are in service in large and small packinghouses, and are making yearly savings ranging from a few thousand dollars to six figures. In all instances they are returning a large annual interest, in some cases 33 per cent or more, on the investment. Figured on the basis of interest on company capitalization, these savings amount to as much as 4 per cent or more in some cases. Savings in these amounts cannot afford to be ignored by any packer, no matter how prosperous his business may be.

Why Not Find Out?

The fundamental reason why more packers do not make large savings by generating power instead of buying it

is due principally to lack of executive interest in steam and power problems and lack of knowledge of power plants. Fundamental operating and cost data are not collected on power plant operation. As a result there is not available the information required to make intelligent cost comparisons and estimate saving possibilities in numerous plants.

PACKERS WHO SAVE BY MAKING POWER

Among packing plants in which power is generated as a by-product of the processing steam demand are the following. Savings average from 33% to nearly 50 per cent, compared with cost of purchased power. In some cases from 4 to 6 per cent on company capitalization is made yearly in the power plant.

Bath Packing Co., Waterloo, Ia.
Wilson & Co., Chicago, Ill., and Albert Lea, Minn.
Oscar Mayer & Co., Madison, Wis.
Lima Packing Co., Lima, O.
Home Packing Co., Terra Haute, Ind.
John Morrell & Co., Ottumwa, Ia.
Field Packing Co., Owensboro, Ky.
Kroger Grocery & Baking Co., Columbus, O.
Illinois Packing Co., Chicago.
Pearl Packing Co., Madison, Ind.
Peet Packing Co., Chesaning, Mich.
Major Bros. Packing Co., Mishawaka, Ind.
Hunter Packing Co., East St. Louis, Ill.
Krey Packing Co., St. Louis, Mo.
Kingan & Co., Indianapolis, Ind.
Jacob E. Decker & Sons Co., Mason City, Ia.

different and that fundamental engineering practices cannot be applied in it.

An engineering survey should dispel any such idea in 99 out of 100 cases. Even a casual survey, which any packer with adequate power house records can make, would convince the most skeptical packer that his business is not in a class by itself as far as the need for power generating equipment is concerned.

One Packer's Experience

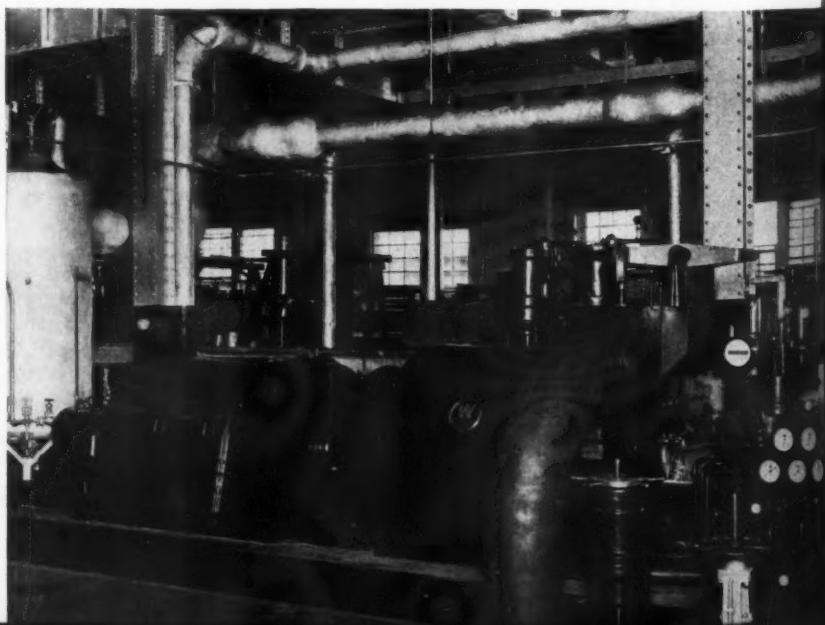
A power plant rehabilitation program is getting under way in one meat packing plant solely as a result of one of these simple preliminary surveys. This indicated a possible saving in steam and power costs of approximately \$65,000 per year. It probably will exceed this sum.

The only regrettable aspect of the situation is that some of the executives of this company may lose their jobs for not bringing this large potential saving to the attention of the board of directors more promptly. Had a modern power plant been in operation in this packinghouse four or five years ago, the company would have been spared much hardship and grief and would today be on a much more solid financial foundation.

During the five years previous to 1938, this company's annual kill averaged 35,000 cattle and 500,000 hogs. All power is purchased from the local power company. Steam for plant operation is generated at 150 lbs. pressure in three 200 h.p. rated capacity boilers, equipped with chain grate natural draft

EARNS 55 P. C. ON INVESTMENT

Non-condensing, automatic, double-extraction type turbine in plant of Kingan & Co., Indianapolis, Ind. It is rated at 2,500 k.v.a., 2,400 volts, three phase and is operated with 250 lbs. steam pressure.



stokers. Boilers and auxiliaries are in fairly good condition.

How Survey Was Made

Data of the preliminary survey—which started all of the agitation leading to the decision to rehabilitate the power plant—and the manner in which these data were used to estimate savings are given here. The figures are on the safe side—that is, they are conservative. This survey and the manner in which it was figured are given for the benefit of packers who operate a business of similar size, and as a check against losses and possible savings in such instances.

Average yearly steam and power cost in this plant for the five years preceding the date of the survey was as follows:

COST IN PRESENT PLANT	
23,018 tons coal @ \$2.28	\$ 52,481.04
Boiler room labor	9,732.40
Boiler room repairs	5,316.30
Electric power, 5,540,000 kw. @ \$.0098	54,292.00
Total steam and power cost	\$121,821.74

Average steam production per year for the period was 273,420,000 lbs.

What Survey Showed

The ultimate design of the new power plant may or may not correspond with the layout on which the following savings were calculated. Without detailed consideration of all factors involved, and for estimating possible savings only, it was assumed that the most efficient equipment would include high pressure boilers and extraction type turbines.

Good engineering probably could reduce the amount of steam used throughout the plant below that now required. However, to be on the safe side it is assumed that the average quantity of steam required will be the same as heretofore.

Assuming that 40 lbs. of steam are required to produce a kilowatt of electricity in an extraction type turbine this packer will be able to generate 6,835,500 kw. as a by-product of his processing steam demand.

273,420,000 lbs. steam	
Power Available	= 6,835,500 kw.
40 lbs. steam per kw.	

Excess Power Available

Inasmuch as only 5,540,000 kw. are required for plant operation, excess by-product power to the extent of 1,295,000 kw. will be available.

Figuring on the basis of coal with a heat content of 10,500 B.t.u. and a boiler efficiency of 82 per cent (12 per cent or more greater than present boiler efficiency)—readily obtainable with modern steam generating equipment—this packer will be able to generate 6.6 lbs. of steam per pound of coal burned, as shown by the following figures:

10,500 B.t.u. x 82%	= 6.6
1,308 B.t.u. (steam)	

Under the new set-up quantity of coal required to be burned to supply the steam demand would be reduced con-



ENGINE-GENERATOR INSTALLED IN MEAT PLANT

Unit has a capacity of 250 kw. and is in service in plant of Kroger Grocery & Baking Co., Columbus, O. It provides all the plant's power needs. Exhaust steam at 3 lbs. back pressure is used to produce refrigeration in an absorption machine.

siderably. Instead of 5.2 lbs. of steam now being obtained from each pound of coal, he will secure 6.6 lbs. of steam per pound of coal, and coal consumption will be reduced to 20,714 tons, as follows:

Coal required	273,420,000 lbs. steam	= 20,714
	6.6 x 2,000 lbs.	

Big Savings Possible

With the data acquired from this simple consideration of this packer's power plant, it is an easy matter to calculate costs in a new, modern power plant.

COSTS IN NEW POWER PLANT	
Coal—20,714 tons @ \$2.25 per ton	\$ 46,800.50
Labor	6,140.00
Repairs	3,072.00
Purchased power	.....
Total	\$ 55,818.50
SAVING	\$ 66,003.24
Present Cost	\$121,821.74

Cost to install the power plant probably will be under \$200,000. In other words, *savings probably will pay for the plant in from three to four years*. As mentioned previously, these figures are conservative; savings may actually run considerably larger.

Every packer can make a survey similar to this. It is not accurate, of course, and is not intended to accomplish anything other than to give the packer an inkling as to savings possibilities, and encourage him to go into the matter of power plant savings in a more thorough manner.

The alternate procedure would be to retain a consulting engineer to make a survey of the plant and determine whether or not power generation would be profitable. Cost of such a survey never is a total loss, even if power generation equipment is not installed. The information gained during the investigation usually reveals possibilities for savings great enough to make the cost of the survey a profitable investment.

CLEAN STEAM SAVES MONEY

By W. F. SCHAFHORST, M.E.

Do your valve discs wear out quickly? Do you find deposits of scale or dirt in your engine cylinders or turbine blades? Are slugs of water carried over with the steam?

Troubles of this type are common in these days of high steam velocities, high steam temperatures and high steam pressures. We frequently find deposits of scale or dirt in engine cylinders and on turbine blades. Sodium sulphate, dirt, and calcium carbonate are the principal offenders. Not only do the impurities clog, but they cause damage by cutting nozzles, turbine blades and valve discs, making traps and valves inoperable and ruining engine cylinders. Water slugs knock out or loosen blades and buckets and cause vibration.

To avoid these troubles one of the simplest methods is to install a steam purifier, the function of which is the elimination of moisture. By getting rid of the moisture all dirt is eliminated, because the water in the steam is what carries over impurities. Dry steam cannot and, therefore, does not carry scaling impurities or dirt.

In addition there is a thermal saving. This saving is sometimes small and again it amounts to a worth-while yearly sum. By removing all moisture the steam is more easily super-heated. From a heat standpoint, when using superheated steam, one can count on an increase of about 17 deg. to every 1 per cent of moisture removed.

If you operate a turbine, there will be a reduction in steam turbine water rate of 1 per cent for every 12 deg. increase in superheat. If 2 per cent of moisture is removed, superheat will therefore increase 34 deg., which will be equivalent to almost 3 per cent reduction in turbine water rate. You can easily figure for yourself what this amounts to during an entire year.

TRADE AGREEMENTS OPEN WAY FOR LARD AND HAMS

WAY was opened for increased lard and ham exports to Great Britain and greater livestock and meat imports from Canada in the two trade agreements made by the United States last week with the United Kingdom and Canada. In general, provisions of both agreements become effective on January 1, 1939.

In securing relaxation of British protectionist and Empire preference restrictions on importation of American meat industry products into the United Kingdom, the United States gained an increase in its potential ham market and strengthened its position as a lard exporter. Binding of the British duty on other meat items guarantees that the American interest in this market can be preserved.

Canadian Concessions

By its concessions to Canada the United States will allow increased importation of slaughter cattle at a lower rate of duty. It also reduced the duty on fresh pork, live hogs, certain types of cured pork products and will allow an increase in live calf imports at a low rate of duty.

Concessions made by the different countries under the agreements are applicable to all other countries with which they have most-favored-nation treaties. In actual practice, however, the benefits will go mostly to the contracting countries, as in the case of lard, of which the United States is the foremost supplier of Great Britain.

A great many concessions made by Great Britain, the British possessions and Canada were in the form of "bindings." Under these the respective governments agreed not to increase duties, or Empire preference concessions, or to change import restrictions to the disadvantage of this country.

The agreements have an initial life of three years and may continue in force indefinitely thereafter.

Lard and Hams

The most important British concessions made to the United States are those on lard and hams.

Lard exports to Great Britain, which averaged over 250,000,000 lbs. annually during the period from 1928 to 1934, dropped sharply to 64,525,000 lbs. in 1935 and 63,547,000 lbs. in 1936. Shipments increased to 75,258,000 lbs. during 1937 and for the first nine months of 1938 were 92,394,000 lbs.; concessions made by Great Britain in the trade agreement are expected to stimulate this upward movement.

Lard taken by Great Britain constitutes a large proportion of total ex-

British Trade Agreement

BRITISH CONCESSIONS

HAMS.—Duty-free status of hams fixed for 3 years. Separate quota established for hams; quantity of American hams allowed entry into United Kingdom not less than 56,000,000 lbs. a year, nor more than quantity which can be accommodated on British market without causing instability of price. Duty and quota provisions subject to revision after 3 years.

LARD.—Duty of 10 per cent ad valorem removed.

BACON.—Annual quota to U. S. bacon shippers of .85 of 1 per cent of 1934 allocation by United Kingdom to all bacon-exporting countries, or in neighborhood of 6,500,000 lbs.

PORK.—Chilled or frozen pork fixed on free list; also uncanned pigs' heads, feet and edible offal.

PIGS' TONGUES.—Duty on canned pigs' tongues fixed at present 10% rate.

VEAL OFFAL.—Duty on edible veal offal, not canned, fixed at current 20% rate.

CASINGS.—Duty on natural sausage casings fixed at 20%.

OLEO OIL.—Duty on oleo oil, refined tallow and oleomargarine fixed at 10%.

AMERICAN CONCESSIONS

MEAT EXTRACT.—Duty fixed at present rate of 15c per lb.

MEAT PASTES.—Duty on prepared or preserved meat pastes, not specifically provided for, packed in airtight containers of not over 3 oz., but not including liver paste, remains at 6c per lb. but with 10% instead of 20% minimum.

Canadian Trade Agreement

CANADIAN CONCESSIONS

HOGS.—Duty on live hogs reduced to 1c per lb.

PORK.—Rate of 2½c per lb. on fresh pork cut to 1¼c.

CURED PORK.—Duty on hams, bacon and other cured pork fixed at present rate of 1½c per lb.

OFFAL.—New duty on edible beef and veal offal, 4c per lb.

Lower Canadian duties on fresh beef and veal, lamb and mutton, canned meats and hams, sausage casings, lard and tallow, established under most-favored-nation provision of the 1936 agreement, are fixed in new agreement.

AMERICAN CONCESSIONS

CATTLE.—Duty on live cattle weighing 700 lbs. or over reduced from 2c to 1½c per lb. World quota at the reduced rate (Canada is the major supplier) is increased from 156,000 to 225,000 head. Number entering at reduced rate in any one quarter of year limited to 60,000 head.

CALVES.—Duty on calves of less than 200 lbs. weight to continue at 1½c per lb. However, the global quota at 1½c rate is raised to 100,000 head a year from 52,000 head in 1938 trade agreement.

HOGS.—Duty on live hogs reduced from 2c to 1c per lb.

PORK.—Duty on fresh or chilled pork, but not frozen, reduced from 2½c to 1½c per lb.

CURED PORK.—3½c duty on bacon, hams, shoulders and other prepared or preserved pork, not cooked, boned, canned or made into sausage, is reduced to 2c level of 1922 tariff.

OFFAL.—Duty on edible liver, kidneys, tongues, hearts, sweetbreads, tripe and brains reduced from 4c to 3c per lb. and minimum of 15% ad valorem.

ports by the United States. In 1928 the United Kingdom took only 31 per cent of the total lard exported, but by 1933 the closing of other markets had changed its share to 51 per cent. It continued to absorb over half American shipments in the low export years that followed and during the first nine months of 1938 took about 62 per cent of exports, or around 12 per cent of total domestic production.

American Lard is Standard

U. S. lard has been the standard in the British market for many years and has constituted a large proportion of the total imported into that country. Its status was not changed greatly by preferential tariff treatment given to Empire countries, since of these only Canada produces important quantities of lard.

Inability of the United States to supply larger quantities of lard during 1935, 1936 and 1937, however, and the price competition of vegetable shortenings, cut its share of total British lard imports to 38, 38 and 45 per cent respectively during these years.

The United Kingdom partially made up the deficiency in American supplies by importing lard from Canada, Argentina, Brazil and continental European countries. During the first nine months of 1938, however, the United States supplied the United Kingdom with over 76 per cent of its total lard imports.

Ham Exports To England

Since 1932 the United Kingdom has restricted imports of American hams and other cured pork to a given percentage of a total quota granted to all countries. Hams have been the principal American cured pork product exported to the United Kingdom; in 1934 exports of hams and shoulders to the United Kingdom were 55,347,000 lbs.; 1935, 47,848,000 lbs.; 1936, 36,637,000 lbs., and in 1937, 34,570,000 lbs.

Part of this shrinkage in exports to the United Kingdom was due to shortage of supplies in the United States, but, at the same time, the British have progressively reduced the cured pork quota, and, consequently, the amount that could have been shipped by the United States. The current yearly allocation for American hams and bacon is around 47,000,000 lbs.

The new trade agreement provides that the quantity of American hams allowed entry shall not be less than 56,000,000 lbs., or about 9,000,000 lbs. above the present cured pork quota and approximately at the level of ham exports to Britain in 1934, but also contains the possibility of increasing shipments above this figure if conditions in the British market remain stable and if the United Kingdom can make satisfactory adjustments with some of its other pork suppliers.

While American cured pork exports constitute only a small percentage of total production in this country, the

(Continued on page 28.)

SELF-SERVICE FOR DEALERS

Packer's New Idea Adds Customers and Volume

A MEAT merchandising innovation—a success from the start—which is attracting a growing number of retailers, and moving an increasing volume of products conveniently and economically, is in operation at the plant of the Danahy Packing Co., Buffalo, N. Y.

Danahy's plant is located but a short distance from the city's large wholesale produce market, visited each day by large numbers of local food retailers, who purchase there their daily supplies of fruits and vegetables. The packing plant loading dock is reached by a wide, paved private driveway from the street used by a large percentage of the dealers on their way to and from the market. The plant is convenient for retailers to visit, therefore, to pick up their meat needs, a fact they only needed to be reminded of to secure their business.

Self Service for Dealers

Entrance of this driveway from the street to the plant dock, and the attractive signs installed to call retailers' attention to the plant's self-service department, is shown in an accompanying illustration. On each side of the drive-



DANAHY'S SELF-SERVICE DEPARTMENT

Retailers make their own selections at the plant, with the help and advice of company salesmen, and carry their purchases away with them. The department is popular with local food dealers and has greatly increased sales volume.

way painted displays serve to remind the retailers of the various popular Easter Brand products available in the new department and to call attention to items "pick-up" customers might otherwise overlook when making up their orders.

A department in the plant—known as the self-service, air-conditioned display room—has been equipped to handle this pick-up trade. It adjoins the shipping room, is reached directly from the loading dock, and therefore is conveniently located to handle retailers' purchases into their parked cars or trucks.

A York unit cooler maintains the department at a dry bulb temperature of about 65 degs. F., a relative humidity of approximately 80 per cent and a dew

point temperature below temperature of the coldest products brought into the room. Meats are always in first-class condition, therefore, and have on them no condensation in which growth of molds and slime can start.

Impulse Sales Swell Volume

When selling by this method, during which the retailer customer makes his selection of the various products, impulse sales materially swell the daily tonnage moved out of the plant. Customers see products which they had no intention of purchasing, but which they believe will sell well, and they include these in their orders.

Neat, attractive, well-arranged displays are a requisite, therefore, in a department of this kind. While Danahy executives have made no effort to "doll up" the room, all products on display are carefully selected and are arranged to make an attractive showing and for quick and convenient selection.

Salesmen are in attendance to advise customers and aid them in making up their orders.

How Orders Are Assembled

Convenience and ease in assembling orders are considered important in influencing retailers to make regular use of the self-service department. To this end the products are attractively displayed on trucks and racks in two parallel rows, between which is an assembly table of ingenious design.

This is constructed of angle irons and serves as a support for a series of stainless steel trays, in one or more of which—depending on the quantity of merchandise he is purchasing—the retailer places his selections. When his order is filled, products purchased and name and address of purchaser are entered on an order blank, which is placed in the tray with the order.

Trays are slid along table top in order to the Toledo scale, where each product in the order is weighed and weights and



PAINTED SIGNS POINT THE WAY

At the entrance to the Danahy plant there are these reminders to passing retailers of the ease and convenience of patronizing the company's self-service department. The private driveway leads to the plant's loading dock.

*Speed
up Sales*

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APPLIED *Color*
DESIGNS

Discover the magic of packing in Genuine Safedge Tumblers. Their smartness and re-use value do the trick. Sales jump immediately. Ideal for chipped beef, sandwich spreads, bacon, mayonnaise, Canadian bacon and many other products. Speed up sales now. Get in touch with Owens-Illinois Glass Company, Toledo, Ohio.

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ILLINOIS
SALESPACKAGES**

prices entered on the order form. Empty trays are returned to head of table for reuse. After weighing the order is packed in a fiber shipping container and placed on a gravity conveyor, which carries it over the checking scale to the shipping room. From the shipping room it is loaded into the retailer's car or truck.

Packer and Customer Savings

Obviously products sold in this manner carry little selling and no delivery expense. These savings are passed on to the customer. But the lower prices at which meats can be purchased in the self-serve department are by no means the only incentives which are influencing an increasing number of retailers to patronize the department. Ability to secure needed products quickly and to personally select the exact weights and grades of products demanded by consumers are advantages that are appreciated by the dealer.

Small order and special delivery expenses of the Danahy Packing Co. have been materially reduced since the self-serve department was opened. Of considerable interest also is that the number of customer names on the books has increased appreciably, the department apparently having attracted many customers who could not be sold with conventional sales methods.

STATE WAGE-HOUR LAW

A pattern for a state wage and hour law was presented by a committee at the Fifth National Conference on Labor Legislation in Washington recently. The meeting was attended by labor commissioners and other representatives from most of the states. The group decided to work out plans for state help in wage-hour act enforcement. The suggested state wage-hour bill will be available for use by 44 legislatures which meet early in 1939.

The suggested bill provides for coverage of all workers in the state, whether employed in interstate or intra-state industries, with the exception of agricultural workers, domestic workers in private homes, those engaged in executive or professional capacities and employees of the federal government. The suggested bill does not recommend the specific minimum wage figure to be set by the various state legislatures if they take action, leaving this to each state.

Provision is made for a maximum 8-hour day, and an initial maximum workweek which is to be reduced over a period of two years. Here again, however, the length of the workweek is left to the State legislatures. Like the federal law, the suggested bill provides for setting of minimum wages by industry upon the recommendations of representative wage boards; unlike the federal statute, it sets no upper limit to the wage which may be recommended by a wage board.

WAGE-HOUR RULINGS

Latest Interpretations Which Employers Should Keep in Mind

PRIOR consent of employees does not justify disregard of provisions of the wage and hour law by employers, according to a warning issued by Elmer F. Andrews, administrator of the act. Heavy penalties will be applied against any such arrangements uncovered.

The administrator's statement was issued as a result of reports that some employers were planning to stamp a waiver of overtime payment on pay checks, on the assumption that acceptance of pay checks so stamped would be a waiver of rights under the law.

"Employers who may be proceeding on this assumption are badly advised and will find themselves in clear violation of the law," he declared. "I can hardly believe that any employer would be so foolish as to have his employees sign that they had worked a certain number of hours during a week, when in fact they had worked longer hours."

Other Interpretations

In recent talks officials of the wage and hour division have indicated that employees working in both the general wholesale and local retail divisions of a business might be subject to the act. It was pointed out, however, that this could be avoided if employees were separated into wholesale and retail department workers.

"Riding" or non-working time put in under control of the employer, and for which the employee is paid, must be considered a part of his weekly work time, even though its inclusion may bring the total above 44 hours and result in payment of time-and-one-half for overtime.

Employees with a regular work week of less than 44 hours, need not be paid time-and-one-half for any overtime they may work until their total hours exceed 44. The regular rate of pay for such employees, upon which overtime pay would be based, would be their regular hourly rate or the rate obtained by dividing their regular weekly salary by the customary number of hours in their workweek.

Administrator Andrews has also reiterated the government's attitude toward any plan under which the employer reduces wages of his employees to a point where their pay at the new rate, plus any pay from overtime at time-and-one-half, equals the total wage they received before the act became effective. He declared that such action was considered to be in violation of the law.

A Page for the SALES MAN

LETTERS TO A SALESMAN

■ A novice packinghouse salesman, complaining about the whims of the credit department, is told by his uncle, a packer sales manager, why he should cooperate with this department, and is also given some practical tips on collecting, handling claims and supplying the home office with information. This is the third in a series of such letters.

III.

Dear Bill:

Your last letter gave me quite a kick, especially that part where you expressed yourself about credit departments and credit managers in general. You say that you could do a real job if the credit department would only give you a break and quit bothering you for more information before making petty adjustments. All of that sounds vaguely familiar and I believe that I may have made some such comments myself some years past when out on a job like yours.

After you get on the inside and see the wheels go round your views on these things change a little and you begin to understand why it is necessary for certain departments and for certain individuals to operate the way they do. You finally see why they are so insistent on getting information that may seem superfluous and irrelevant to the man out on the job.

You must remember this, it takes money—piles and piles of it—to keep a packing plant organization running. Hundreds of thousands of dollars are tied up before anything comes in and the plan of organization is such that the selling and collecting must go together and be handled by the same person out in the territory. You get a big thrill and so do I in writing up nice big 6, 10 and 20 item orders. If you didn't you would be in the wrong job because a real salesman at heart is happiest when he can watch the old order sheet crowd up with a nice succession of profitable items.

Salaries Depend On Collections

If anyone were to ask you why you were doing this you would explain that the most important reason was that it was your living. At the end of every week your services are rewarded with a check good for a stated sum of money representing your salary and expenses. You in turn convert this into house rent, fuel, light, groceries, automobile, movies, clothes and so on. It is understood that you are to get one of these

pieces of paper every week without fail. As long as you are on the payroll of your company you expect to receive this stipulated sum on a definite day. If you should not receive it you would certainly waste no time in learning the reason why.

Let us assume, however, that at the end of some week, instead of receiving this check, you would get a letter stating that because collections were pretty poor there would be no check for the week. Ridiculous, isn't it? But large and important as your organization is, and in spite of its tremendously strong resources, such a condition would not be at all impossible if every one of its branch houses and every one of its salesmen would suddenly relax their vigilance on collections and the credit department were to do nothing about correcting the situation. Putting it in another way—packers need a steady flow of orders to operate their plants, but they need the money too.

Collections will be only as difficult as you make them. There are those who can pay and those who cannot. You only want to sell those who can pay. If they are good businessmen they appreciate the importance of getting their own money and should be just as earnest about giving you yours. Do not be afraid to explain your terms of payment and do not hesitate to remind your customer of those terms. You can get him to pay you regularly just as he is used to having you sell him and see that his orders are delivered regularly.

Neither Apologize Nor Bully

Here's a mistake many salesmen make. They hem and haw and shuffle their feet and stumble around and act apologetic when it comes to asking for their money. This approach results in defeat at the start. It is fully as bad as coming in with a belligerent attitude like the sheriff about to slap an attachment on the place. The correct attitude is the commonsense, everyday approach. You should express in your entire manner the conviction that the dealer has a check or the cash ready to cover his account. You will be surprised at how readily he will fall in with this attitude and make an effort to have your money for you.

Collecting is selling and don't think it isn't. Do not think of your collection work as an unpleasant detail, but as a setting-up exercise to develop your powers of selling. Every time you make a collection smoothly, easily and diplomatically you are strengthening your own self-confidence and morale just that much. If you ever had a right to anything, it is to the money due your firm

in exchange for the hard selling you have already done to get the order.

Here's another important point. Many salesmen overlook this and the result is depressing to them and chaotic to the accounting department. I am referring to the claims which come up for adjustment at times in even the most carefully handled territory. Your organization has its own rules for handling deductions for shortages, short weight or quality claims. They supply you with certain forms to be filled out and returned to the claim department. Just remember that all the questions on these blanks are supposed to be answered. They weren't put there just for fun or to fill up the space. Each of them has an important purpose and you are expected to put something down by way of answer or acknowledgement.

Questions Require Answers

During the past 18 years I have seen several otherwise brilliant salesmen ruin themselves and cost us a lot of money because they couldn't be bothered "answering a lot of dumb questions." Remember, your plant is just as anxious as you are to adjust bona fide grievances. To do this it is necessary to distinguish between the "claim artist" and the complaint made in good faith. To protect you and to protect your organization from serious losses it is necessary to have all the questions answered.

The time to handle a claim is right on the spot. Don't let it drag a moment longer than you have to. Certain information must be furnished from the current invoice relating to the particular shipment. Let one of these claims drag weeks or months and you will find it almost impossible to secure the necessary information. The larger and more important the customer the more true this will be. In the latter case the necessary papers may have been stored away in a vault and you may tie up their entire bookkeeping department for two hours in the attempt to run down and straighten out one disputed petty item. One or two experiences like this and you will get the glassy stare from the establishment's buyer as he will not want to bother with you at all. It costs them too much money.

Promptness Please Everyone

Handle claims as they come up and each disputed item can be readily and quickly adjusted. Handle them promptly and you will be selling yourself with double emphasis both to your customers and to sales and accounting department. You need the cooperation of both.

(Continued on page 42.)

An authentic operating handbook for



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SAUSAGE MANUFACTURERS

Another new book, Volume 3 of the Packer's Encyclopedia, has just been compiled by THE NATIONAL PROVISIONER in co-operation with leading sausage experts in the field!

This important volume presents the best of modern sausage practice, tested and proved formulas for sausage and all types of specialty products. It offers complete recommendations for correct manufacturing and operating procedure, plant layout suggestions, valuable merchandising ideas, and a handy directory of equipment and supplies.

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THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Illinois

PROCESSING for the trade

Handling D. S. Meats

I.

Bellies, fat backs, plates, jowl butts and some export cuts, such as long cut hams and square shoulders, are dry salt cured. The development of flavor and color are not so important in dry salt curing as they are in S. P. and D. C. curing, although in some cases nitrate and sugar are now used in the dry salt cure.

All cuts intended for dry salt cure should be handled promptly between cutting floor and the dry salt cellar. Cuts which contain lean and bone are generally pumped before salting; others are dipped in a bath of 100 deg. plain pickle before the salt is applied.

SALTING.—After being dipped or pumped the meat is placed in salting box and all surfaces are rubbed with fine clean salt. The pieces are then piled with the layers criss-crossed to make a tight and firm pile with a minimum of air space, but not high enough to result in misshapen meat. After the pile is made, wet salt should be put on all unsalted surfaces which may be exposed and all seams or crevices filled with salt. About 6 or 7 pounds of salt are required for proper treatment of 100 lbs. of meat.

The meats are overhauled six to eight days after the put-down and again 20 to 22 days after the put-down. Some packers do not give this second overhauling, as they do not believe it is necessary, but others give not only a second but a third overhauling at 35 to 40 days if the meats are not sold by that time, and each 21 to 28 days thereafter. Dry salt meats are cured at a temperature of 38 degs. F.

OVERHAULING.—On overhauling, the meats are sprinkled with 50 deg. brine and re-rubbed and piled in the same manner as when they were first put in cure. Just as much care must be taken to see that all surfaces are covered with salt when the meats are overhauled as when they are first put down. At each overhauling, the old and new salt used on the meat should amount to 6 to 7 per cent of its weight. Thorough salting is very necessary if D. S. meats are to be held for any considerable time without becoming rancid.

Another precaution to be observed in overhauling is to put meats that were on the outside of the pile in the center, so that color of the meats will be uniform. Piles must not be built too high, as the weight of the meat must not be so great as to press the bottom layers out of shape.

Cuts may be pickled for 10 to 15 days

before dry salting, resulting in a gain in weight of about 2 per cent, or, as mentioned earlier, they may be pumped before the put-down and in some cases on each overhauling. The pickle for pumping such cuts as hams, square shoulders and bellies is 100 deg. salometer brine, to each 100 gals. of which has been added about 8 lbs. of sodium nitrate. The pickle is chilled to 36 degs. F. before use.

LATER HANDLING.—If dry salt meats are to be smoked, they are soaked for six to seven hours, depending on age, before they are taken to the smokehouse.

In selling dry salt meats an allowance is made for the weight of loose salt adhering to the meat. This allowance is determined either by agreement between buyer and seller or by a sweep test. In making a sweep test, the meats are tossed upon a tosser, then weighed, swept and weighed again. The difference in weights gives the proper allowance for weight of excess salt.

EDITOR'S NOTE.—General procedure in handling D. S. meats is described here. Methods used on specific cuts vary considerably, and will be outlined later on this page.

CURING S. P. MEATS

Good curing practices pay big dividends in the meat packing industry.

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 20c:

THE NATIONAL PROVISIONER:
Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name

Street

City

(Enclosed find 20c)

KETTLE RENDERING PRESSURE

Some meat industry experts consider a steam pressure of 30 lbs. high enough for use in open kettle lard rendering. They believe that pressures in use in some plants are too high and may result in scorching. A Midwestern processor declares, however, that 50 to 55 lbs. steam pressure is needed for good results in kettle rendering lard. He writes as follows:

Editor THE NATIONAL PROVISIONER:

Theoretically, 30 lbs. of steam pressure may be enough to render fats properly, as stated recently in THE NATIONAL PROVISIONER. However, it has been my experience that 30 lbs. pressure, no matter how clean the lard kettle, will not supply sufficient heat to produce desired results.

Some packers use from 45 to 60 lbs. pressure for open kettle rendering; I have found that 50 to 55 lbs. is safest and most efficient. With this pressure the temperature of the lard can be brought near the 300-deg. F. mark at the finish of the process. Unless temperature is brought up to this point the cracklings will not float or the lard clarify. The higher steam pressure will render the fats more quickly and finished lard will be dry and of good quality.

SHEEP CASING TROUBLE

A Western sausage manufacturer is having trouble with sheep casings sticking to the stuffing horn. He writes as follows:

Editor THE NATIONAL PROVISIONER:

Our sausage makers report that sheep casings are sticking to the stuffing horn. We use German potash as a water softener and are wondering if this is the cause of the difficulty.

Nothing but plain water should be used for flushing casings. It should be soft and not hard water, but nothing should be added. It is quite possible that the ingredient mentioned by the inquirer is making trouble for him.

BACON AS LOAF COVERING

Meat loaves may be dressed up and given "eye-appeal" in a number of different ways. An unusually attractive loaf brought out recently has a covering of sliced bacon and is stuffed in an artificial casing. The bacon strips run lengthwise along the loaf and their contrasting fat and lean give the loaf a striped appearance which is easily seen through transparent artificial casing.

CHECK Refrigeration Losses with CORK



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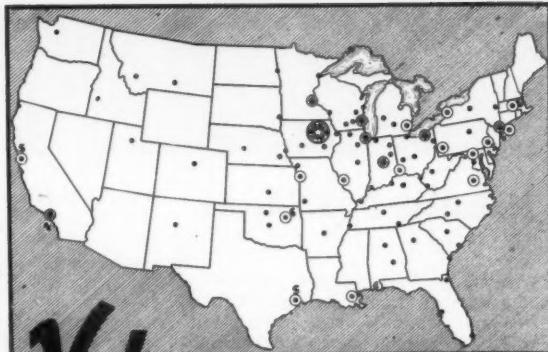
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LESSON 13

The Absorption Cycle

OF THE two main systems of refrigeration used by packers the absorption cycle is the less thoroughly understood. There is mystery about it because it does not employ a compressor. The absorption cycle probably would be better understood if it were designated the "chemical method." It uses heat directly in the process and is primarily a low-head heat machine in which the steam generator replaces the compressor in the mechanical system.

The absorption cycle consists of two separate and distinct cycles. The first is the same as a part of the compression cycle. Liquid ammonia under a pressure of 175 lbs. is fed past an expansion valve into an evaporator. This liquid ammonia is known as anhydrous, or dry, ammonia.

In the evaporator 15 per cent of the ammonia is evaporated and this action cools down the balance of the ammonia to the temperature inside the evaporator. This temperature is directly proportional to the back pressure carried. Heat flows into the cold liquid ammonia, causing it to boil, and is carried by the gas to the absorber.

Principles of Operation

Ammonia is very soluble in water, which will absorb nearly 700 times its volume of ammonia vapor. The absorber is a vessel or a combining tube wherein weak liquid ammonia and cold saturated ammonia gas from the evaporator are mixed. The ammonia gas is immediately absorbed by the weak ammonia and becomes strong ammonia liquor. Weak ammonia liquor contains about 25 per cent ammonia, the balance being water. Strong ammonia liquor contains about 35 per cent ammonia.

Temperature of the cold saturated gas coming from the evaporator will be zero. Temperature of the weak aqua ammonia will be 98 degs. However, since there is a chemical union of the

gas and the liquid, considerable heat is generated. Consequently, it is necessary to remove this heat by running cold water over the outside of the absorber. Therefore, temperature of the resulting strong aqua ammonia remains at 98 degs. F.

It is easy to become confused on the next operation, which requires careful thought and study to understand. The cool, strong aqua ammonia is passed through a set of heat exchanger coils in which it is heated before it goes to the generator or ammonia liquor boiler. Exchanger coils heat up the strong aqua to 202 degs. F. before it is discharged into the generator. Hot weak aqua ammonia at the temperature of the generator—243 degs. F.—is drawn from bottom of generator and forced through exchanger coils, where it is cooled to a temperature of 123 degs. F. by the cold, strong aqua ammonia which is being forced into the generator by a pump and then through a weak liquor cooler over which cold water is running. The weak aqua ammonia comes out from this latter unit at a temperature of 98 degs. F. and goes to the absorber.

How Heat is Dissipated

Generator is heated by a battery of steam coils, which boils off the ammonia gas and some water. This is purely a distillation process and takes place at a temperature of 243 degs. F. and a pressure of 170 lbs. Although water boils at 376 degs. F. under 170 lbs. pressure,

nevertheless a considerable amount of water leaves with the hot ammonia gas.

Since this water has no value as a refrigerant, it becomes necessary to separate it from the ammonia gas. This is done in a rectifier, which is cooled by running cold water over it. Here the gas is dropped to an outgoing temperature of 106 degs. F., or 15 degs. above the temperature at which the ammonia would condense at a pressure of 170 lbs. The water, which contains a percentage of ammonia, falls through a trap into the generator and is redistilled. The hot anhydrous gas passes to the condenser, where it is liquefied, and thence continues its course to the expansion valve of the evaporator.

Heat Transfer to Water

Heat from the evaporator is transferred to water through three parts of the apparatus—condenser, weak liquor cooler and rectifier. The water acts like revolutions of a compressor. The colder it is and the more rapidly it is circulated, the greater will be the refrigerating capacity. The absorber performs the same function as the suction stroke of an ammonia compressor, while the outflow of hot ammonia gas from the generator may be likened to the compressor discharge stroke.

Relative economies of compression and absorption systems depend entirely upon the application to surrounding conditions. Either system may prove expensive if it has been installed after



IN USE ON LONG AND SHORT HAULS

Four bodies of this type, mounted on White chassis, are in the service of the Hughes-Curry Packing Co., Anderson, Ind. These trucks, used on long and short hauls, have a carrying capacity of 2,000 lbs. Bodies are 12 ft. long, 7 ft. 4 in. wide and 5 ft. high and are maintained at a temperature of 40 degs. F. with water ice. Four inches of Dry-Zero Sealpad are used in sides and roof. Four inches of cork are in floor.

the manner of expedient engineering.

Lesson 14 describes "STEAM JET REFRIGERATION."

SPECIFIC HEATS

"In figuring our refrigerating problems we have assumed that the specific heat of meat is .5," says a master mechanic, "but I hardly think this is correct in all cases. What is the general practice in this respect?"

According to most specific heat tables a specific heat of .5 might be close to an average for all meats. However, if accurate results are desired it is too high for pork and too low for beef. The following values are given by one authority:

SPECIFIC HEAT OF MEATS.

Product	Specific Heat Before Freezing.	Specific Heat After Freezing.
Beef, lean	.77	.41
Beef, fat	.60	.34
Lard	.54	.31
Mutton	.67	.37
Pork	.51	.30
Poultry	.80	.42
Veal	.70	.39

LOCKER PLANT NOTES

Titran Cold Storage Co., Taylorville, Ill., is installing a cold storage locker system.

A locker plant system housing 250 lockers is being installed in Highland Park, Ill., by the Polar Ice & Fuel Co.

Estimated to cost about \$20,000, a new locker plant system is being constructed at Jerseyville, Ill., by the Jerseyville Ice & Fuel Co.

Hennessy Bros. store at Helena, Mont., has plans for a locker plant of 200-locker capacity to be constructed in basement of the store.

Ottawa Ice Co., Ottawa, O., plans installation of a cold storage locker plant.

Possible installation of a cold storage locker plant is under consideration by Koehnline Ice Co., Martins Ferry, O.

Kermit Larsen has been appointed manager of the new 265-locker cold storage unit at Joice, Ia.

Cold storage locker plant containing 354 lockers is being installed in the Emery bldg., Northwood, Ia., by J. L. Miller of Ames.

Dakota Distributors, Inc., plans to install a 400-locker unit at Watertown, S. Dak.

A cold storage locker plant will occupy the remodeled Consumers Ice Co. plant at Amarillo, Tex.

Petsch Meat Market, LeRoy, Minn., has installed a new cold storage locker system.

The Cherry Burrell Co. is planning to establish a cold storage locker plant at Oelwein, Ia.

Warroad Cooperative Creamery Association, Warroad, Minn., recently installed a 300-locker plant.

A new cold storage locker plant is to be opened at Eldora, Ia., by Leo Knight of New Providence. Plans call for installation of 150 lockers.

Ozaukee Frozen Foods Co., Cedarburg, Wis., has opened a new cold storage locker plant there.

Twentieth Century Market, Inc., will include cold storage lockers as a part of its super-market development at Madison, Wis.

FINANCIAL NOTES

Armour and Company of Delaware announces a quarterly dividend of \$1.75 on the guaranteed preferred stock, payable January 2, 1939. Books close December 9.

Directors of Swift & Company have declared a quarterly dividend of 30 cents on the common stock, payable January 1, 1939, to stockholders of record December 2.

Mickelberry's Food Products Co. has declared a quarterly dividend of 60 cents on the preferred stock, payable January 2, 1939, to stockholders of record December 20, and a dividend of 10 cents on the common, payable December 15 to stockholders of record December 1.

Jewel Tea Co., Inc., declares a quarterly dividend of \$1.00 on the common stock, payable December 20 to stockholders of record December 6.

International Harvester Co. announces a quarterly dividend of 40 cents on the common stock, payable January 16, 1939, to stockholders of record December 20.

Directors of Crown Cork & Seal Co. have declared a dividend of 25 cents on the company's International "A" stock, payable January 3, 1939. Books close December 10.

Directors of Sutherland Paper Co. have declared a dividend of 40 cents on the common stock, payable December 15. Books close December 5.

Directors of Johns-Manville Corp. have declared a dividend of 50 cents a share on the common stock, payable December 23 to stockholders of record December 9.

Board of directors of General Electric Co. has declared a dividend of 20 cents a share for the fourth quarter, payable December 22 to stockholders of record on December 2.

Crown Cork & Seal Co., Inc., announces a dividend of 56 1/2 cents on the cumulative preferred stock, payable December 15 to stockholders of record November 29.

Beech-Nut Packing Co. declared the regular quarterly dividend of \$1.00 and an extra dividend of 25c on the common stock, payable January 2, 1939, to stockholders of record December 9.

Ask THE NATIONAL PROVISIONER for "Air Conditioning," an information service for the meat processor.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, November 22, 1938, or nearest previous date:

	Sales.	High.	Low.	Close.	Nov. 1.	Nov. 22.	Nov. 16.
Amal. Leather..	2,100	2 1/4	2 1/4	2 1/4	3 1/4	3 1/4	3 1/4
Do. Pfd.	100	21	21	21	21	23	23
Amer. H. & L.	8,100	5 1/2	5	5	5	5 1/2	5 1/2
Do. Pfd.	1,000	36	34 1/2	35 1/2	34 1/2	34 1/2	34 1/2
Amer. Stores....	900	9 1/2	9 1/2	9 1/2	10	10	10
Armour Ill.	4,950	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2
Do. Pfd.	500	46	46	46	48	57	57
Do. Del. Pfd.	200	103	102 1/2	102 1/2	103	114	114
Beechnut Pack.	900	115 1/2	115 1/2	115 1/2	115 1/2	115 1/2	115 1/2
Bohack, H. C.	10	21	21	21	21	20 1/2	20 1/2
Chick. Co. Oil. ....	.....	.....	.....	.....	.....	16	16
Childs Co.	6,800	18 1/2	12 1/2	13	11 1/2	11 1/2	11 1/2
Cudahy Pack.	700	14	14	14	14	14 1/2	14 1/2
Do. Pfd.	20	55	55	55	55	57 1/2	57 1/2
First Nat. Strs.	2,100	41 1/2	41	41	41 1/2	40 1/2	40 1/2
Gen. Foods	6,800	38%	37 1/2	38	39 1/2	39 1/2	39 1/2
Do. Pfd.	100	115	115	115	115	115 1/2	115 1/2
Gildeed Co.	2,800	25	24 1/2	24 1/2	25 1/2	25 1/2	25 1/2
Do. Pfd.	100	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2
Gobel Co.	1,600	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2
Gr. AdP 1st Pfd. ....	.....	.....	.....	.....	.....	123 1/2	123 1/2
Gen. New ...	500	70	69 1/2	70	64	64	64
Hormel, G. A. ....	.....	.....	.....	.....	.....	22	22
Hygrade Food.	400	1 1/2	1 1/2	1 1/2	1 1/2	1 1/2	1 1/2
Kroger G. & B.	5,400	20 1/2	20	20	20	19 1/2	19 1/2
Libby McNeill.	650	6 1/2	6 1/2	6 1/2	6 1/2	6 1/2	6 1/2
Mickelberry Co.	700	4 1/2	4 1/2	4 1/2	4 1/2	4 1/2	4 1/2
M. & H. Pfd. ....	.....	.....	.....	.....	.....	3 1/2	3 1/2
Morrill & Co.	200	30	29	29	29	37	37
Nat. Tetra.	300	3 1/2	3 1/2	3 1/2	3 1/2	3 1/2	3 1/2
Pratt & Gamb.	2,000	56 1/2	56 1/2	56 1/2	56 1/2	57 1/2	57 1/2
Do. Pr. Pfd.	200	116 1/2	116 1/2	116 1/2	116 1/2	115 1/2	115 1/2
Rath Pack. ....	.....	.....	.....	.....	.....	25 1/2	25 1/2
Safeway Stra.	5,300	28	27 1/2	27 1/2	27 1/2	27	27
Do. 5% Pfd.	20	80 1/2	80 1/2	80 1/2	80 1/2	82	82
Do. 6% Pfd.	50	98 1/2	98 1/2	98 1/2	98 1/2	98	98
Do. 7% Pfd.	190	107	107	107	107	106	106
Stahl-Meyer	500	1	1	1	1	1 1/2	1 1/2
Swift & Co.	4,950	19 1/2	19 1/2	19 1/2	19 1/2	19 1/2	19 1/2
Do. Int'l.	1,300	27 1/2	27 1/2	27 1/2	27 1/2	27 1/2	27 1/2
Trans Pork. ....	.....	.....	.....	.....	.....	8	8
U. S. Leather.	1,000	6	6	5 1/2	5 1/2	6	6
Do. A.	2,500	11 1/2	11 1/2	11 1/2	11 1/2	12	12
Do. Pr. Pfd. ....	.....	.....	.....	.....	.....	70	70
United Stk. Yds.	2,000	3 1/2	3 1/2	3 1/2	3 1/2	4	4
Do. Pfd.	600	8 1/2	8	8	8	8 1/2	8 1/2
Wesson Oil	300	35	35	35	35	34 1/2	34 1/2
Do. Pfd. ....	.....	.....	.....	.....	.....	80 1/2	80 1/2
Wilson & Co.	2,000	4 1/2	4 1/2	4 1/2	4 1/2	5	5
Do. Pfd.	1,100	45 1/2	45 1/2	45 1/2	45 1/2	47 1/2	47 1/2

AIR CONDITIONED TURKEYS

Air conditioning, today accepted as a matter of course by packers and sausage manufacturers, is being applied in an increasing number of industries and processes, even including the hatching and rearing of turkeys. At the Maplecrest Turkey Farms, Wellman, Ia., which each year markets a half million turkeys and is said to be the largest producer of these birds in the country, the poult first break their shells in a hatchery where temperature and humidity are carefully regulated by air conditioning equipment built by the York Ice Machinery Corp. In addition, for the first two months of their life, the birds are kept in confinement at definite temperatures.

PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese, and eggs on November 1, 1938:

	Nov. 1.	Nov. 1, 5-Yr. Av.	Nov. 1.
	1938.	1937.	M lbs.
			M lbs.
Butter, creamery	193,751	98,624	119,148
Butter, packing stock	340	197	4,680
Cheese, American	115,348	97,160	99,868
Cheese, Swiss	5,550	4,942	5,709
Cheese, brick & Munster	461	713	905
Cheese, Limburger	948	783	1,046
Cheese, all other varieties	9,980	9,089	6,689
Eggs, shell, cases	3,244	5,158	4,680
Eggs, frozen, case equivalent	94,264	133,805	94,974
Total case equivalent, both shell & frozen	2,603	3,823	2,714
both shell & frozen	5,987	8,981	7,394



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● Floorosis (broken cement floors) feeds on profits—slowing up work, endangering workmen and shortening the life of mechanical equipment.

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NIAGARA DUO-PASS AERO CONDENSER (Patented)

THE leading modern condenser for refrigerant gases.

Saves money by reducing consumption both of power and condenser water.

Experience shows that the Niagara patented Duo-Pass pre-cooling of refrigerant gas not only prevents formation of scale on condenser tubes, but also lowers condensing temperatures and pressures, making important power savings. Write for proof in the form of operating records.

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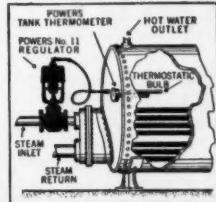
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Pays back its cost several times a year

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WHERE It Cuts Costs

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- Would you like to—
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- Make dry sausage the year around?
- Age beef with small shrink loss and little discoloration?
- Dry up wet and dripping coolers?
- Control within close limits all factors influencing smoking results?
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This handy device saves space and relieves a trying situation in handling viscera from the killing floor to the paunch table.

* * *

It may be operated by a hand wheel or by motor. It has self-operating brake which positively holds the load at any point and prevents it from slipping back.

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When the pan is raised from the floor and reaches the top of the table, the contents are automatically discharged. Release of the brake allows it to descend by its own weight.

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A soak and short boil in a solution tank made up with Oakite Composition No. 37 will remove grease, oil and dirt from hog trolleys more effectively and completely than when raw alkalies are used.

If you employ the spray method, then charging solution tank with Oakite Composition No. 37 will give you far superior results than heretofore. Tests have proved this.

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Certified CLEANING

MATERIALS & METHODS FOR EVERY CLEANING EQUIPMENT

To new machinery, equipment and supplies

ACCURATE CAN TESTING

A can-temperature testing device, making obsolete the old "ice pick" and other crude methods of can piercing, which cause escape of juices and hot vapors and lead to the possibility of incorrect temperature readings, is one of the newer developments of Taylor Instrument Companies, Rochester, N. Y.

Accompanying illustration of tester shows its construction and method of use. The tester permits more accurate cooking temperatures, it is claimed, without danger of overcooking and its attendant expense or undercooking and subsequent spoilage.



NEW CAN TESTER

Device is constructed to prevent escape of juices and hot vapors when can is punctured and to center thermometer accurately in can contents.

Other claims made for the device are:

- 1.—Facilitates taking of temperature immediately upon removal of can from retort.
 - 2.—Retains maximum product heat by preventing escape of hot juices and vapors.
 - 3.—Assures center-of-can temperature by exact centering of thermometer and elimination of unnecessary disturbance of can contents.
 - 4.—Removes danger of painful burns.
- Tester is adaptable to all popular size round cans. Annular grooves at top of base prevent movement of can and assure centering of thermometer in can contents. Tester is equipped with two stem-etched testing thermometers having a range of 140 to 200 degs. F.

NEW MODEL SLICER

A new model slicing machine, especially developed for medium-sized meat plants, hotel supply companies, chain store warehouses, super markets, etc., was shown for the first time in the U. S. Slicing Machine Co. display at the annual convention of the Institute of American Meat Packers.

This machine, known as Model 150-B, is equally efficient for slicing bacon, dried beef, ham and other boneless meats, it is said, and shingles or stacks with equal facility, the slices being deposited on a coiled wire conveyor which is not operated during stacking operations. Slices to be wrapped in transparent cellulose are usually shingled on the conveyor, in which case only one slab is placed in the machine. If slices are to be stacked, however, two or three slabs may be sliced at one time.

Feed is quickly adjustable to provide any one of 20 desired thicknesses of slices from $1/64$ in. to $5/16$ in. Capacity is approximately 50 slices per minute. Meats up to 24 in. long, $9\frac{1}{2}$ in. wide and $5\frac{1}{4}$ in. high may be handled in the machine.

Many of the advantages found in the company's heavy duty machine are also claimed for this smaller slicer, including reduced waste, with last slice being salable; slices that stand up well in the retail store; high yields, and greater production per worker. An automatic knife sharpener is standard equipment.

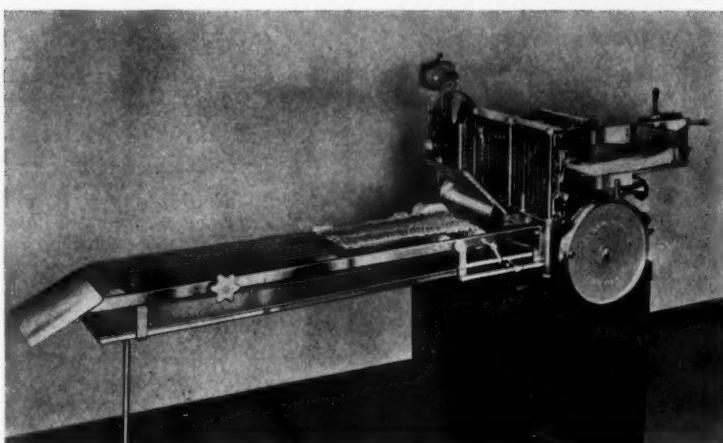
Overall length of slicer and con-

veyor is 100 in.; width, $40\frac{1}{2}$ in. Machine is driven by a $\frac{1}{4}$ h.p. motor installed in the frame.

OAKITE SURVEYS MEAT SERVICE

Two-day technical sales conferences are currently being held by various service divisions of Oakite Products, Inc. The essential purpose of these conferences is to keep users of Oakite materials acquainted with new developments and improvements in methods and materials that apply to their processing or plant maintenance cleaning operations. Subjects discussed include cleaning meat and sausage handling and processing equipment; cleaning cutting room floors; and removing rust and water scale deposits from refrigerant condensers.

Under the direction of division manager J. C. Leonard, the Chicago division met at St. Louis on Nov. 18 and 19. The Detroit division, headed by H. C. Duggan, met at Detroit on Nov. 21 and 22. The Northeastern division meets at the Commodore Hotel in New York, Dec. 2 and 3, with division manager D. X. Clarin in charge. The Philadelphia division, J. J. Basch, manager, is scheduled to meet at New York on Dec. 9 and 10. In addition to the 90 Oakite representatives, the conferences are being attended also by J. A. Carter and H. L. Gray, assistant managers, and E. C. Rinker and Wm. A. Allison of the technical research dept.



SUITABLE FOR ALL BONELESS MEATS

Slicing machine developed for medium-sized plants which slices, shingles or stacks and conveys slices. Feed is adjustable to produce slices from $1/64$ to $5/16$ in. thick. Speed is approximately 50 slices per minute.

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Bellies, Green and S. P.
D. S. Bellies, Clear and
Rib
D. S. Fat Backs
D. S. Rough Ribs
Other D. S. Meats
Export Cuts
Fresh Pork Cuts
Barrelled Pork and Beef

Lard

Cash
Refined
Neutral
Futures

Sausage Materials

Pork Trimmings
Boneless Beef
Dressed Beef for Boning
Pork and Beef Offal
Beef Ham Sets

Tallow and Grease

Oleo Oil and Stearine

Cottonseed Oil

Hides and Calfskins

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Market Statistics

Hog Markets
Provision Stocks
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PROVISIONS AND LARD

WEEKLY MARKET REVIEW

Hog Cut-Out Results

GENERALLY upset conditions prevailed in the Chicago hog market this week owing to strike of livestock handlers employed by the Union Stock Yard & Transit Co. There was no market on Monday but on Tuesday hogs in pens were weighed to packers. Neither was there a market on Wednesday as notice had been broadcast to the country to withhold shipments until the strike was adjusted.

Tuesday's market was 10@15c under the market of the previous week. Top was \$7.60, with most good hogs moving within a range of \$7.40 to \$7.55.

Fresh pork markets were weaker compared with the previous period and product values per 100 lbs. live weight were 15c to 24c under a week ago. The week's slaughter consisted of such hogs as were shipped direct to packers and those purchased on the open market on Tuesday. This curtailed volume necessarily resulted in sharply higher costs.

The test on this page is incomplete as any cost figures which might be used to complete it would be arbitrary and could not reflect the results fairly. However, each packer can substitute the costs

prevailing in his own plant as well as the value of green meats on his market and find out just what his results have been for the period.

Product value per cwt. live hog shown in the test on this page is based on Chicago markets for the three-day period, according to prices reported in THE NATIONAL PROVISIONER DAILY MARKET SERVICE.

U. S. MEATS TO CANADA

	Sept. 1938. lbs.	Sept. 1937. lbs.
Beef	2,302	1,349
Bacon and ham	159,746	2,723
Pork	384,825	239,417
Mutton and lamb	984	1,587
Canned meats	4,365	3,629
Lard .....	.....	913
Lard compound	3,597	2,612

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended November 19, 1938, were:

Week Nov. 19.	Previous Week.	Same Week '37.
Cured Meat, lbs. 17,909,000	14,023,000	16,297,000
Fresh Meats, lbs. 59,556,000	43,574,000	46,812,000
Lard, lbs.	4,429,000	5,236,000
		3,835,000

Pork and Lard Markets

CONTINUED weakness in lard futures market at Chicago this week carried values to new lows with greatest losses on nearbys. Lard closed Wednesday at 12½ to 20 points under the preceding Friday.

Short covering and buying on English lard duty concessions in the trade pact resulted in a little upturn last weekend but gains were lost as demand lightened and grains showed easiness. The market opened the week with an easy tone; volume of business was moderate and liquidation by December longs met only fair demand. Local warehouse buying absorbed December liquidation on Tuesday, but this demand was later satisfied and spread between December and later months widened. Market had an easy tone at midweek as further liquidation disclosed only moderate demand. Open interest in December is over 400 lots.

Cash trade in lard was called quiet this week. On Wednesday, cash lard was quoted at 6.92 nominal and loose at 6.70 nominal; refined in tierces was 8.92c.

New York lard market was easy. Prime western was quoted at 7.50@

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
180-220 lbs.								
Regular hams	14.00	\$ 2.02	13.70	14.3	\$ 1.96	13.50	14.2	\$ 1.92
Picnics	5.60	.64	5.40	10.8	.58	5.10	10.8	.55
Boston butts	4.00	.54	4.00	13.2	.53	4.00	13.0	.52
Loins (blade in)	9.80	1.43	9.60	14.4	1.38	9.10	14.1	1.28
Bellies, S. P.	11.00	1.51	9.70	13.5	1.31	3.10	13.0	.40
Bellies, D. S. ....	....	....	2.00	11.2	.22	9.90	11.0	1.09
Fat backs	1.00	.05	3.00	5.8	.17	5.00	6.7	.34
Plates and jowls	2.50	.15	3.00	6.0	.18	3.30	6.0	.20
Raw leaf	2.10	.13	2.20	6.4	.14	2.10	6.4	.13
P. S. lard, rend, wt.	12.40	.83	11.50	6.7	.77	10.20	6.7	.68
Spareribs	1.60	.18	1.60	11.4	.18	1.50	11.3	.17
Trimmings	3.00	.28	2.80	9.2	.26	2.70	9.2	.25
Feet, tails, neckbones	2.00	.12	2.00	....	.11	2.00	....	.11
Offal and misc. ....	....	.33	....	....	.33	....	....	.33
TOTAL YIELD AND VALUE...69.00		\$ 8.21	70.50		\$ 8.12	71.50		\$ 7.97
Cost of hogs per cwt.		\$ 7.50			\$ 7.50			\$ 7.55
Condemnation loss .....		....			....			....
Handling & overhead .....		....			....			....
TOTAL COST PER CWT ALIVE .....		....			....			....
TOTAL VALUE .....		....			....			....
Profit per cwt. ....		....			....			....
Profit per hog. ....		....			....			....

7.60c; middle western, 7.50@7.60c; New York City in tierces, 7c, tubs, 7½c; refined continent, 7½@8c; South America, 8@8½c; Brazil kegs, 8½@8½c, and shortening in carlots, 9½c, smaller lots, 9¾c.

HOGS

Strike of handlers of Union Stock Yards and Transit Co. prevented normal marketing at Chicago this week. There was no hog market on Monday and Wednesday; the top on Tuesday when there was some trading under special arrangements was \$7.60, or 10c under the preceding Friday. List on Tuesday was 5@10c lower than Friday with some spots off 15c.

EXPORTS

Removal of the British duty of 10 per cent on imported lard is expected to result in increased exports to that country. At Liverpool on Wednesday spot lard was quoted at 45s, off 1s on the week; A. C. hams, 94s, and Canadian A. C. hams, 94s.

CARLOT TRADING

Market for green product at Chicago appeared about steady this week with few changes in evidence. There was no particular selling or buying pressure on green regular hams; the 8/10 were steady at 16½ and 16/22 off ½c at 14½c. S. P. regulars were steady to firm with fair jobbing trade. There were moderate inquiries and offerings for green skinned hams; S. P. skinned were offered rather lightly as recent put-down has been moderate. Demand for green picnics has quieted down somewhat; the lights were unchanged to ¼c lower while heavier averages were down more with 6/8 and up quoted at 11c. S. P. picnics were about steady with 4/6 quoted ½c off at 11½c.

Frozen green square cut bellies have been neglected recently; the light end is steady to firm and medium and heavy are offered at the market. Ample supply of cured bellies is available at steady prices. D. S. clear bellies were off ½ to ¼c on the week. Offerings for immediate shipment were very scarce and would probably bring premium over market, but bellies were available for next week at steady prices. Cash clear bellies in the pit were unchanged from last Friday at 12.25 nominal. Market for D. S. fatbacks was quiet with 12/14 in fair demand. The list was ½ to ¼c lower on the week.

BARRELED PORK

The 40/50 and 50/60 clear fat back pork were marked down to \$17.25 and \$15.50 this week at Chicago; other barreled pork quotations were unchanged. Demand was fair and the market steady at New York. Mess was quoted at \$26.37½ and family at \$20.25.

FRESH PORK

Fresh pork market at Chicago was about steady this week, despite light cutting, as the holiday interest in poultry had its effect. Trade was dull at

times and on Wednesday was slow and spotty. Lighter average loins were in better demand than heavies. The 8/10 were quoted Wednesday at 15½c, or ½c down from the preceding Friday. Fresh Boston butts were draggy and discounted about ¼c. Skinned shoulders were about steady.

SAUSAGE MATERIALS

Demand for regular fresh pork trimmings at Chicago was poor this week and supply was ample for needs. Regulars were quoted Wednesday at 9c against 10½c on preceding Friday. Leans were also more plentiful and marked down to 16½c for special and 17½c for extra lean.

(See page 33 for later markets.)

BRITISH PEG HOG PRICES

Under a new contract system the price which British bacon factories will pay producers for hogs will be tied solely to feeding costs, the U. S. Department of Agriculture reports. This is the latest plan under the British agricultural marketing act to be aimed at assuring regular supplies of bacon hogs at prices satisfactory to producers but not so high as to check consumption.

In earlier contracts, producers agreed to deliver specified numbers of hogs and curers agreed to pay for them on the basis of bacon and feed prices. This arrangement was unsatisfactory to producers and the new contract sets a "standard price" of \$15 per 100 lbs. for hogs when feed prices for a "standard ration" are \$1.82 per 100 lbs. Farmers will offer pigs to the Pigs Marketing Board, which will make contracts with the Bacon Marketing Board.

Higher or lower prices for hogs will depend on changes in the cost of the "standard ration." If the price of the ration exceeds \$1.82 per cwt., the curer is to pay the producer an additional \$1 per cwt. for every rise of 21 cents per cwt. in the cost of feedstuffs. Curers may make reductions in the price for hogs at the same rate when the cost of the "standard ration" falls below \$1.82 per cwt.

When bacon factories are obliged to pay farmers more than the "standard price" for bacon hogs, the government will reimburse the curer by a subsidy. On the other hand, when curers pay farmers less than the "standard price," they will be obliged to pay the government the amount of the deduction from that price.

Guaranteed prices are to be limited to 2,100,000 hogs the first year, but limit will be raised later with a slight reduction in price. Although the new scheme is expected to stimulate hog production in the long run, it will be applicable to only about one-third of the marketable hogs produced in the United Kingdom, since the balance go into fresh pork. It is more profitable at present to feed for fresh pork production than for bacon.

Brands and Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER. Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

John Morrell & Co., Ottumwa, Ia. For hams, bacon, cooked ham, boned ham, pork loin, shoulder, boneless butts, picnics, lamb, beef, braunschweiger, weiners, tongue salad, bologna, meat loaf, liver cheese, pork sausage patties, pork sausage links, deviled tongue; veal, pork, and beef loaf; roast beef, ham patties, tripe, ox tongue, dried beef, scrapple, Vienna sausage, deviled ham, lunch tongue, potted and deviled meat products consisting of ground beef, cereal and seasoning; corned beef, corned beef hash, spiced luncheon meat, spiced ham, spiced pork loin, cooked pigs' feet, cooked pigs' feet cutlets, cooked hocks, pig hearts, pig tongues, lamb tongues, calf tongues, chili con carne, eggs, fresh poultry, canned savory chicken, tamales, canned mulligan stew, canned beef stew, canned brains and gravy, mince meat, plum pudding, sandwich spread, canned beef and vegetable dinner, buffet spread consisting of ground beef, pork cereals and seasonings; lard. Trade mark: PRIDE. Claims use since 1880 on hams, bacon and lard, and since September 11, 1937, on other goods. Application serial No. 399,312.

Joseph S. Witkowski, doing business as Witt Packing Co., Chicago, Ill. For dog food. Trade mark: R-I-T-E HEALTH DOG FOOD, in combination with the picture of a dog. Claims use since November 1, 1934. Application serial No. 403,345.

Howard E. Bagnall, doing business as the Bagnall Co., Kansas City, Mo. For dog food. Trade mark: FESTIVAL. Claims use since March 1, 1937. Application serial No. 402,620.

Van Camp Sea Food Co., Inc., Terminal Island, Calif. For fish oil and fish meal for human consumption and fish meal as a health ration for dogs and other carnivorous animals. Trade mark: SEA-PEP. Claims use since August 14, 1937. Application serial No. 396,940.

Atlas Canning Co., Inc., Glendale, Brooklyn, N. Y. For canned food for dogs, cats and other carnivorous animals. Trade mark: SMOOTHY. Claims use since November 1, 1936. Application serial No. 405,237.

F. G. Vogt & Sons, Inc., Philadelphia, Pa. For ham and picnic ham. Trade mark: TRIPLE-TENDER. Claims use since February, 1938. Application serial No. 406,313.

Rival Packing Co., Chicago, Ill. For cat food. Trade mark: RIVAL. Claims use since March 4, 1935. Application serial No. 406,828.

MEAT IMPORTS AT NEW YORK

Imports for week ended November 18, 1938:

Point of origin.	Commodity.	Amount. Lbs.
Argentina—Canned corned beef.	17,655	
Canada—Chilled fresh pork cuts.	16,904	
—Cooked fresh bacon.	26,886	
—Fresh frozen beef cuts.	46,411	
—Smoked sausage	960	
—Smoked bacon	3,415	
Denmark—Liverpaste in tins.	1,923	
—Cooked sausage in tins.	6,131	
—Cooked ham in tins.	46,516	
—Tinned cooked luncheon meat.	1,800	
—Tinned cooked shoulders.	4,443	
England—Beef extract in jars.	720	
Estonia—Cooked ham in tins.	27,234	
—Cooked picnics in tins.	1,763	
France—Liverpaste in tins.	125	
—Cooked pork in tins.	136	
Germany—Cooked ham in tins.	32,629	
—Sandwich meat in tins.	5,840	
—Smoked ham	1,782	
—Smoked sausage	3,575	
—Tinned oxmouth salad	876	
Holland—Smoked sausage	180	
—Smoked ham	4,606	
Hungary—Cooked ham in tins.	103,633	
—Cooked picnics in tins.	68,467	
—Tinned cooked pork loins.	4,500	
Italy—Smoked sausage	3,163	
Salam	2,858	
Latvia—Cooked ham in tins.	27,351	
—Cooked picnics in tins.	3,155	
Lithuania—Smoked fresh pork cuts.	45,196	
—Smoked ham	953	
—Cooked ham in tins.	18,889	
—Cooked picnics in tins.	14,391	
—Cooked luncheon meat in tins.	720	
—Tinned cooked pork butts.	2,200	
Poland—Smoked bacon	16,532	
—S. P. butts.	7,293	
—Cooked ham in tins.	690,908	
—Cooked pork butts in tins.	6,462	
—Cooked picnics in tins.	5,280	
—Cooked pork loins in tins.	14,112	
—Liverpaste	720	
—Cooked sausage in tins.	2,500	
Switzerland—Meat products	18,942	
Yugoslavia—Cooked picnics in tins.	7,475	
—Cooked ham in tins.	14,979	
Sweden—Smoked sausage	827	

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

Week ended Nov. 1 Nov. 19, 1938.	Week ended Nov. 20, 1938.	From Nov. 19, 1938.
1,000	1,000	1,000

BACON AND HAMS.

To	M lbs.	M lbs.	M lbs.
United Kingdom	125	619	5,654
Continent	163	...	396
St. and C. America	...	2	...
West Indies	...	...	2
B. N. A. Colonies	...	...	...
Other Countries	...	14	...
Total	288	633	6,052

LARD.

To	M lbs.	M lbs.	M lbs.
United Kingdom	2,514	4,418	9,827
Continent	382	1,049	732
St. and C. America	394	194	394
West Indies	126	186	127
B. N. A. Colonies	...	...	...
Other Countries	...	...	...
Total	3,416	4,997	11,080

TOTAL EXPORTS BY PORTS.

From	Bacon and Hams, M lbs.	Lard, M lbs.
New York	277	863
Boston	11	839
New Orleans	...	519
Montreal	...	1,695
Halifax	...	...
Total Week	288	3,416
Previous Week	2,782	6,190
2 weeks ago	2,982	1,474
Cor. week 1937	633	4,997

SUMMARY NOV. 1 TO NOV. 19, 1938.

1938. 1937.

Pork, M. lbs.	Bacon and Hams, M lbs.	1938.	1937.
Lard, M lbs.	11,079	12,304	

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, NOVEMBER 18, 1938.

Open. High. Low. Close.

LARD—

Dec.	7.12 1/2	7.12 1/2	7.10	7.10
Jan.	7.22 1/2	7.22 1/2	7.20	7.20
Feb.	7.77 1/2	7.77 1/2	7.75	7.75
Mar.	7.92 1/2	7.92 1/2	7.90	7.92 1/2
May	7.92 1/2	7.92 1/2	7.90	7.92 1/2
July	8.00	...	...	8.00b

MONDAY, NOVEMBER 21, 1938.

Dec.	7.07 1/2	7.07 1/2	7.00	7.00b
Jan.	7.15	7.17 1/2	7.12 1/2	7.12 1/2
Feb.	7.70	7.75	7.67 1/2	7.70
Mar.	7.70	7.70	7.65	7.65ax
May	7.87 1/2	7.90	7.82 1/2	7.82 1/2ax
July	7.95	7.95	7.92 1/2	7.92 1/2

TUESDAY, NOVEMBER 22, 1938.

Dec.	7.00	7.00	6.92 1/2	6.92 9/16
Jan.	7.02 1/2	7.07 1/2	7.02 1/2	7.05b
Feb.	7.60	7.65	7.60	7.65ax
Mar.	7.60	7.65	7.65	7.65ax
May	7.80	7.82 1/2	7.77 1/2	7.82 1/2
July	7.90	7.95	7.92 1/2	7.92 1/2b

WEDNESDAY, NOVEMBER 23, 1938.

Dec.	6.90	6.92 1/2	6.90	6.90-92 1/2
Jan.	7.02 1/2	7.07 1/2	7.02 1/2	7.05b
Feb.	7.60	7.65	7.60	7.65ax
Mar.	7.60	7.65	7.65	7.65ax
May	7.80	7.82 1/2	7.77 1/2	7.82 1/2
July	7.90	7.95	7.90	7.92 1/2b

THURSDAY, NOVEMBER 24, 1938.

Holiday. No market.

FRIDAY, NOVEMBER 25, 1938.

Dec.	6.92 1/2	6.92 1/2	6.90	6.92 1/2b
Jan.	7.02 1/2	7.07 1/2	7.02 1/2	7.05b
Feb.	7.60	7.65	7.60	7.65ax
Mar.	7.60	7.65	7.65	7.65ax
May	7.80	7.85	7.80	7.85
July	7.95	...	...	7.95

Key—ax, asked; b, bid; n, nom.; —, split.

CASH PRICES

Based on actual carlot trading Wednesday, November 23, 1938.

REGULAR HAMS.

Green.	*S.P.
16 1/2	17 1/2
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2

BOILING HAMS.

Green.	*S.P.
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2

SKINNED HAMS.

Green.	*S.P.
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2
16 1/2	16 1/2

PICNICS.

Green.	*S.P.
11 1/2	11 1/2
11 1/2	11 1/2
11 1/2	11 1/2
11 1/2	11 1/2
11 1/2	11 1/2
11 1/2	11 1/2

*Quotations represent No. 1 new cure.

BELLIES.

Clear.	Rib.
12 1/2 n	...
12 1/2 n	...
18 1/2	...
18 1/2	12 1/2 n

D. S. FAT BACKS.

6-8	6 1/2
8-10	7
10-12	7 1/2
12-14	8
14-16	8 1/2
16-18	9
18-20	9 1/2
20-25	10
30-35	10 1/2
33-40	11 1/2
40-50	12 1/2 n

D. S. FAT BACKS.

Clear.	6 1/2
35-45	9 1/2 n
35-45	9 1/2 n
4-6	8
4-6	5 1/2
Jowl Butts	7
Green Square Jowls	8 1/2
Green Rough Jowls	6 1/2

LARD.

Prime Steam, cash.	6 1/2
6,70n	6,70n
8,75n	8,75n
6,75n	6,75n

CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

Oct. 1, 1938.	Oct. 1, 1937.	5-yr.
10,982,802	9,331,414	14,228,977
3,881,113	3,436,633	3,574,559
20,060,671	19,612,291	21,969,123
1,479,549	655,640	1,688,027

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MEAT IN TRADE PACTS

(Continued from page 10.)

United Kingdom is by far the most important buyer of these products, taking 88 per cent of ham and shoulder exports in 1937 and a like large proportion in earlier years.

Gains In British Possessions

Concessions were also granted for Newfoundland and a number of British possessions on American meat industry products. In most cases these concessions are in the form of reduction or binding of the margin of British preference on imports; it is expected that where the margin is reduced the cut will be made in the general rate of duty. Only the major concessions by the more important British possessions and protectorates are listed:

NEWFOUNDLAND. — Barreled salted pork, rate bound at \$1.55 bbl.; D.S. or pickled hams and tongues, duty reduced from 4 to 3 cents per pound; lard or compound, duty reduced from 50 per cent with 10 per cent British preference to 30 per cent and no British preference, also removal of British preference, on neutral lard stock and lard oils to be used in manufactures.

BERMUDA. — In effect, duty on pickled or salted beef, veal or pork is reduced to 11½ per cent and on lard to 8¾ per cent.

Margins of British preference on bacon and hams, pickled and salted beef and pork and fresh meat to the Bahamas have been bound at present rate; this is also true for some meat industry products imported into Barbados, Jamaica, Trinidad and Tobago, Virgin Islands and other British possessions.

American Concessions

In the Anglo-American agreement the United States made only a few duty concessions of meat industry products, namely meat extract and meat pastes. Concessions were made on leather and woolen goods and on some vegetable oils (see vegetable oils section for later).

The most important concessions in American duties on meat products and

livestock were made in the agreement with Canada, and, in some cases, carried further the easing of restrictions on imports started in the U. S.-Canadian pact of 1936.

The U. S.-Canadian trade agreement of 1936 gave Canada and Mexico an opportunity to market larger numbers of slaughter cattle in this country at a reduced rate of duty. Imports of the 700-lb.-up cattle from Canada in 1936 totaled 143,000 head compared with only 60,000 in 1935 when the agreement was not in effect; 1937 imports of this class of Canadian cattle were 164,000 head, and about 25,000 more came from Mexico. During the first nine months of 1938, however, only 44,600 head came in from Canada and 29,850 from Mexico.

Cattle Imports Regulated

One of the criticisms of the 1935 trade agreement has been that cattle imports in 1936, and to some extent in 1937, were especially heavy during the early part of the year and then tapered off as the total approached the quota limit. The 60,000-head limit on imports in any one quarter is expected to even off peaks under the new quota and to lead to more regular marketings of Canadian stock in this country.

Reduction in the duties on live hogs and fresh pork is not expected to have any important effect on American meat trade when supplies in this country are normal. Although the United States imported 20,876,000 lbs. of fresh pork and 16,555,000 lbs. of live hogs in 1937, mostly from Canada, fresh pork receipts in the first nine months of 1938 were only 3,443,000 lbs. and hog imports were about 50,000 lbs.

No Cut on Tinned Hams

The 1¼-cent cut in the duty on hams, shoulders and other cured pork is not expected to result in greatly increased imports of these products. The benefits of the reduction will be primarily enjoyed by Canada, and by definition, will not apply to tinned hams which have been imported into the United States in recent years. The United States has always imported some hams from Canada, but in 1937, the year of heaviest

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receipts, Canadian hams made up only 5 per cent of total imports against 68 per cent for Poland.

Canada has only limited importance as a market for American meat products because its supplies are generally ample for domestic needs and, in some cases, for exporting.

CANADIAN PACKERS PLEASED

Canadian packer spokesmen seem to be highly pleased with the provision of the United States-Canadian trade treaty which provides for reduction on hogs and hog products going to the United States.

"That's very good," commented James M. Schneider, of the Schneider Packing Co., Kitchener, Ont. "It is much better than I expected. It will help us, certainly, but will help to a much greater extent packing companies which do a heavy business with the United States."

"It will be of great help to our organization," said James Cridland, Jr., secretary of James Cridland and Sons, Ltd. "There is an acute shortage of hog products throughout Canada right now, and we will be able to bring in U. S. products and sell them at the same rate we would Canadian products.

"It will definitely be a good thing for the big Canadian exporters, particularly in connection with back bacon and hams, for Canadian back bacon and hams have always been well received in the United States. We packers who do a local trade generally will benefit in another way, too, for if the bigger firms can increase their outside markets, they will not be so keen about the domestic market," he concluded.

CANADIAN EXPORTS TO U. S.

	September, 1938.	September, 1937.
Cattle, No.	9,498	18,182
Calves, No.	3,292	5,475
Hogs, No.	1	2,798
Sheep, No.	246	201
Beef, lbs.	122,500	766,400
Bacon, lbs.	37,600	186,400
Pork, lbs.	113,300	1,513,100
Mutton and lamb, lbs.		6,800
Canned meat, lbs.	149	71

TALLOWS AND GREASES

WEEKLY MARKET REVIEW

TALLOW.—The tallow market at New York during the past week was active and stronger and turnover was estimated at 1 to 1½ million pounds. Extra sold at 5¾c, delivered, a new high for the current upturn, and some were asking 6c. The larger soapers appeared to be the principal buyers. Offerings were firmly held but on a scale upward; producers let go of fair quantities on each rise and kept themselves in a well sold-up position.

There were indications that soap business had picked up from its recent levels and, as a result, consumers had to replenish their stocks. Even on the advance there was no undue pressure of offerings and the market had an independently firm tone considering the easiness in other commodity markets.

At New York, special was quoted at 5½c; extra, 5¾c, delivered, and edible, 6¾c nominal.

Tallow futures at New York were quiet and steady and about unchanged on the week.

Foreign tallow offerings at New York were ¼ to ¾c lower, but failed to attract any attention from buyers. South American No. 1 was quoted at 4¾c; No. 2, 4c, and edible, 4¾c, all c.i.f.

At Liverpool, Argentine beef tallow, November-December shipment, was off 9d for the week at 21s 6d. Australian good mixed, November-December shipment, was up 3d at 18s 6d.

Tallows were steady at Chicago this week with offerings light and firmly held; buying appeared less aggressive at midweek. Edible sold last weekend at 6¾c, f.o.b. shipping point, and 5¾c, Chicago and Cincinnati, bid for prime. Occasional tank of prime moved early this week at 5¾c, Chicago, and 5½c was bid for special. Couple tanks of prime sold Tuesday at 5¾c, Chicago, and special at 5½c, Chicago. There were a few more scattered offerings on Wednesday; special was salable at 5¾c. Chicago quotations, loose basis, on Wednesday were as follows:

Edible tallow	6½@6%
Fancy tallow	5½%
Prime packers	5½%
Special tallow	5½%
No. 1 tallow	5½%

STEARINE.—Moderate trade and a firmer trend featured the oleo stearine market at New York. Sales were reported at 7c or up ¼c, and sellers subsequently quoted 7½c, Atlantic seaboard.

The Chicago market was moderately active and steady with prime oleo quoted at 6¾@7c.

OLEO OIL.—Demand was moderate and routine at New York. Extra was quoted at 8¾@9c; prime, 8½@8¾c,

and lower grades of oil were 8@8¾c.

The Chicago market was quiet and steady. Extra was quoted at 8¾c and prime at 8½c.

LARD OIL.—The market was steady and unchanged at New York this week. No. 1 was quoted at 8½c; No. 2, 8¾c; extra, 8¾c; extra No. 1, 8¾c; extra winter strained, 9c; prime edible, 11c, and inedible, 9¾c.

(See page 33 for later markets.)

NEATSFOOT OIL.—The market was quiet and steady at New York. Cold test was quoted at 15½c; extra, 8¾c; extra No. 1, 8½c; pure, 10¾c, and prime, 8¾c.

GREASES.—Fairly good demand from consumers, together with strength in the tallow market, lifted grease prices ¼ to ½c over a week ago. The advance was aided by shortage of offerings. The last business reported in yellow and house was at 5¾c and there was further interest in the market at that level but sellers' ideas appeared to be firmer. Producers were generally content to await developments and were more or less withdrawn from the market.

At New York, brown was quoted at 5@5¾c; yellow and house, 5¾c, and choice white, 5¾c@6c nominal.

Greases were generally steady and unchanged at Chicago during the past week. Choice white sold last weekend at 5¾c, Chicago, and 5¾c, Cincinnati. There were bids of 5¾c for hard yellow grease and 4¾c for brown. Choice white grease moved Monday at 5¾c, Cincinnati, and good yellow sold Tuesday at 5¾c, Chicago basis. Brown grease, high acid, passed at 4¾c, Chicago. White grease sold at 5¾c, Chicago, at midweek, and yellow at shade under 5¾c, Chicago. Brown grease was salable at 4¾c and one tank was reported at 5c. Quotations on Wednesday were:

Choice white grease	5¾%
A-white grease	5½%
B-white	5½%
Yellow grease, 10-15 f.f.a	5½@5¾c
Yellow grease, 15-20 f.f.a	5 @5¾c
Brown grease	4¾c

BY-PRODUCTS MARKETS

Chicago, Nov. 23, 1938.

Cracklings, tankage and blood in good demand at stronger prices. Other markets quiet.

Blood.

Sales of blood at \$3.25 with good demand for available supply.

	Unit Ammonia. Unground	Per ton.
	\$ 3.25	

Digester Feed Tankage Materials.

Feeding tankage market strong.

Unground, 11 to 12% ammonia	@ 3.25 & 10c
6 to 10%, choice quality	@ 2.25 & 10c
Liquid stick	@ 1.75

Packinghouse Feeds.

Country demand continues good for packinghouse feeds.

Carlots.
Per ton.

Digester tankage meat meal, 60%	\$ 2.00
Meat and bone scraps, 50%	\$ 1.45
Blood-meal	\$ 1.40
Special steam bone-meal	\$ 1.00

Bone Meals (Fertilizer Grades).

Bone meal market unchanged.

Per ton.
Steam, ground, 3 & 50.....\$24.00@25.00
Steam, ground, 2 & 26.....21.00@22.00

Fertilizer Materials.

Market slow on fertilizer materials.

Per ton.
High grd. tankage, ground \$ 2.75 & 10c |

High grd. tankage, ground	\$ 2.75 & 10c
Bone tankage, ungrd., per ton	18.00@20.00
Hoop meal	2.50@ 2.65

Dry Rendered Tankage.

Crackling market strong with sales on Wednesday at a high of 72½c. Demand good.

Hard pressed and expeller unground, per unit protein	\$.67@ .70
Soft prsd. pork, ac. grease and quality, ton	@42.50
Soft prsd. beef, ac. grease & quality, ton	@30.00

Gelatine and Glue Stocks.

Gluestock market quiet and nominal during the week.

Calf trimmings	3 @20.00
Sinewa, plissies	16.00
Cattle jaws, skulls and knuckles	23.00
Hide trimmings	12.00
Pig skin scraps and trim, per lb., l.c.l.	3 ½ @ 4c

Horns, Bones and Hoofs.

Last sales of hoofs at \$30. Little change in other markets.

Horns, according to grade	\$35.00@60.00
Cattle hoofs, house run	28.00@30.00
Junk bones	16.00@18.00

(Note— foregoing prices are for mixed carloads of unassorted materials.)

Animal Hair.

Hair market continues quiet at quoted prices.

Winter coil dried, per ton	\$40.00@50.00
Summer coil dried, per ton	22.50@25.00
Winter processed, black, lb.	7@ 8c
Winter processed, gray, lb.	6@ 7c
Cattle switches	1 ½ @ 2c

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, November 22, 1938.

Several cars of dried blood sold at \$2.90 per unit of ammonia, f.o.b. New York, which cleans up the stocks on

hand, and the November production. Sellers' views are \$3.00 per unit f.o.b.

Unground tankage has been selling at about \$2.85 and 10c, f.o.b. local shipping points, and some outside productions are now held at \$3.00 and 10c f.o.b.

Dry rendered tankage sold at 65c per unit, f.o.b. New York, for limited quantities.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, Nov. 1938 to June, 1939, inclusive.....	\$27.50@28.00
Blood, dried, 16% per unit.....	@ 3.00
Unground fish scrap, dried, 11½% ammonia, 15% B. P. L., f.o.b. fish factory.....	nominal
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	@44.50
Dec. shipments.....	@44.50
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories..	2.50 & 50c
Soda nitrate, per net ton: bulk, Nov. 1938 to June 1939 inclusive, ex-vessel Atlantic and Gulf ports.....	@27.00
In 200-lb. bags.....	@28.30
In 100-lb. bags.....	@29.00
Tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	2.85 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	2.85 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	\$ @22.00
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.	@27.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.00

Dry Rendered Tankage.

50% protein, unground.....	@65c
60% protein, unground.....	@67½c

OILS IN TRADE PACTS

Duty concessions were made on vegetable and animal fats and oils by both the United States and Great Britain in their trade agreement signed last week.

The American duty on edible palm-kernel oil was reduced from 1c to ½c per lb. However, the processing tax of 3c per lb. on palm-kernel as well as other foreign oils is not affected by the concession. Great Britain and the Netherlands benefit most by the reduction on palm-kernel oil and Germany, largest supplier in 1937, will be cut off from this market because it does not share in concessions. Total imports in 1937 were 11,538,000 lbs., of which Germany supplied 6,310,000 lbs.

Copra, palm nuts and palm nut kernels, and inedible palm-kernel oil were bound on the free list under the U. S.-British agreement. American duty on refined sperm oil was cut from 1c to 7c per gal. and on wool grease and lanolin from 1c, 2c, and 3c to ½c, 1c and 2c per lb., depending on free fatty acid content.

Great Britain bound its duty of 10 per cent ad valorem on oleomargarine, oleo oil and refined tallow, not including premier jus, in the trade agreement.

There were no tariff changes by the United States or Canada on vegetable or animal fats and oils in their agreement.

TALLOW FUTURE TRADING

MONDAY, NOVEMBER 21, 1938.

	High.	Low.	Close.
November	5.60 bid	
December	5.60@5.50	
January	5.60@5.50	
March	5.65@5.85	
April	5.70@5.90	

TUESDAY, NOVEMBER 22, 1938.

November .....	.....	5.60 bid	
December .....	.....	5.60@5.50	
January .....	.....	5.60@5.50	
March .....	.....	5.65@5.85	
April .....	.....	5.70@5.90	

WEDNESDAY, NOVEMBER 23, 1938.

November .....	.....	5.60 bid	
December .....	.....	5.60@5.50	
January .....	.....	5.60@5.50	
February .....	.....	5.65 bid	
March	5.72	5.65 bid	
April .....	.....	5.70 bid	

Sales, 3 contracts.

THURSDAY, NOVEMBER 24, 1938.

Holiday. No market.

FRIDAY, NOVEMBER 25, 1938.

December

March

SALAD DRESSING INDUSTRY

Production in the salad dressing, mayonnaise and related products industry continued its upward trend in 1937 to 38,160,000 gals., compared with 35,920,000 gals. in 1936 and 32,170,000 gals. in 1935, according to a recent survey by the U. S. Bureau of Foreign and Domestic Commerce. Value of the 1937 output was estimated at \$50,000,000.

The bureau points out that this segment of the food industry has increased in importance during a period of general business recession, indicating somewhat the change in food buying habits of American consumers. Each year since 1931 has shown an increase in production over the preceding year, except for a small decline in 1934. Manufacturers' average invoice values have increased somewhat since 1935 for all but one type of dressing.

Output of salad dressing in 1937 totaled 21,790,000 gals. and for mayonnaise was 10,990,000 gals., sandwich spreads, 3,780,000 gals., and French, Russian and other dressings, 1,600,000 gals. There are 75 factories in the industry; most of these produce several of the items listed above.

DOMESTIC FATS

(Production of fats from farm in 1936 and 1937.)

1937

Tallow and Oleo

Other Veg. Oils

Cotton Oil

Lard

1936

Tallow and Oleo

Other Veg. Oils

Cotton Oil

Lard

Million Lbs.

500 1000 1500 2000

Output of Dog Food and Animal Feeds

PRODUCTION of canned dog and cat food in 1937 outside the meat industry totaled 237,792,250 lbs. with a value of \$10,740,642, according to the U. S. Census of Manufacturers for 1937, and output of dog and cat food in other forms amounted to 114,224,298 lbs. valued at \$6,703,872. The value of stock feed made of meat scraps, tankage, etc., by establishments classified in the meat packing industry, as well as that made from cottonseed mill by-products and in plants in the corn sirup, sugar, oil, and starch industry, amounted to \$95,741,882 in 1937.

These figures were reported in connection with the census for the prepared feeds industry, the principal products of which are feeds made from milled grains, alfalfa meal and soybean flour and meal. Summary for this industry in 1937 and 1935 follows:

PREPARED FEEDS INDUSTRY

	1937	1935
Number establishments.....	1,125	942
Wage earners.....	14,355	11,606
Value prepared grain feeds,		
alfalfa meal, etc.....	\$368,915,164	\$249,532,465
Value other products....	45,962,424*	39,129,339
Total value	\$414,877,588	\$281,661,804

*This represents dog and cat food, tankage stock feed, and other non-grain feeds made in the prepared feeds industry and is included in totals for these products in the summary below.

The 1937 production of dog and cat food, tankage stock feed, cottonseed feed products, and other animal feeds which do not have grain as a principal ingredient was as follows:

NON-GRAIN FEEDS

	1937
Canned dog and cat food (lbs.).....	237,792,250
Value	\$10,740,642
Other dog and cat food (lbs.).....	114,224,298
Value	\$6,703,872
Tankage stock feed, etc., value.....	\$95,741,882

Total value of all these items in 1937 was \$113,186,396 compared with \$107,330,849 in 1935. Of the 1937 total, \$68,023,876 worth of product was made in meat packing, cottonseed milling and other industries not classified as engaged in preparation of animal feeds.

OCTOBER MARGARINE TAX

Taxes paid on oleomargarine during October, 1938 and 1937, as reported by the Bureau of Internal Revenue:

	1938.	1937.
Excise taxes	\$ 77,606.73	\$10,666.00
Special taxes	27,878.60	51,884.17
Total	\$105,485.33	\$161,550.17

Quantity of product on which tax was paid during October, 1938 totaled 27,866 lbs. of colored margarine and 29,928,052 lbs. of uncolored; during the same month a year ago, tax was paid on 64,620 lbs. of colored and 41,281,600 lbs. of uncolored margarine.

VEGETABLE OILS

WEEKLY MARKET REVIEW

COTTONSEED oil futures at New York backed and filled early this week with the undertone barely steady as a result of December liquidation and switching of December to later months. The absence of any increase in demand for cash oil and shortening and persistent weakness in lard also had a depressing effect. Lard made new season's lows on nearby deliveries, with December lard going under the 7c level.

While hedging pressure on cottonseed oil was not large, since crude oil was not being pressed in the South, there was evidence of hedge selling at times. This selling readily influenced values because speculative demand was light. Some of the buying was thought to have come from mills against sales of crude. Commission house trade was mixed and without any particular features, and consisted mostly of selling nearbys and buying later months. Trade interests were doing the reverse and were presumably transferring hedges. December oil delivery went to its widest discount thus far at 36 points under May.

There were indications that a good-sized open interest still existed in December oil while the open interest in December lard also remained heavy. On November 15 there were 95 tanks of cottonseed oil in warehouses, available for delivery, and there has been fear around the ring that a good part of this oil will be tendered on December contracts. It was difficult to determine where December tenders would go if delivery should be made. This situation leads to the belief that the December delivery will go to a full carrying charge under May oil.

Hand-to-Mouth Demand

Consumer demand for oil was on a fair scale, but continued to be mainly for immediate use. There was no disposition to stock up. Cash interests believe that there will be no stocking-up demand for finished products until the market shows signs of having run its course on the down side.

Estimates on November consumption of cotton oil are running around 250,000 bbls., against 435,000 in November last year. If distribution this month is near 250,000 bbls., consumption for the first four months of the season will be around 1,120,000 bbls., compared with 1,646,000 bbls. in the same time last season. However, the crush this season will probably be about 1,100,000 bbls. under 1937-38. It is becoming apparent that there will be a large carryover unless consumption increases during the balance of season.

Crude oil traded in the Southeast and Valley at 6½c; Texas, 6¾c, and in Arkansas at 6¾c at high freight rate

points. Southeast and Valley oil were later quoted at 6¾c@6½c and Texas at 6¼c@6¾c.

Although the cotton crop was very early, crude oil has been marketed comparatively slowly. Lack of pressure of oil from the South has been an important factor in preventing drastic declines in cottonseed oil futures.

The market has had considerable difficulty in overcoming weakness in lard as the latter serves to keep down speculative operations on the constructive side of oil. Some in the trade believe that edible fats will not display much strength until December deliveries are evened up.

COCONUT OIL.—The New York market was steady on a basis of 3½c@3¾c. Pacific coast quotation was 2%@3c. Interest was routine.

SOYBEAN OIL.—While some spot distress oil was reported to have sold at 5c, first hand sellers were steady at 5½c@5¾c for forward positions.

CORN OIL.—There were indications of fair trade at 6¾c this week, but confirmation was difficult to obtain.

PALM OIL.—Disturbing crop news from Africa resulted in a firmer tendency in oil prices at New York. Nigre was quoted at 3 to 3½c and Sumatra at 2¾c.

PALM KERNEL OIL.—Trade was quiet but the market was firmer at 3.30c, New York, reflecting unfavorable African crop news.

OLIVE OIL FOOTS.—Demand was slow but prices were steady at New

York. Sellers' ideas were 6¾c to a shade higher.

PEANUT OIL.—The market was nominal at 6¾c to 6½c, New York.

COTTONSEED OIL.—Valley crude oil was quoted Tuesday at 6¾c paid; Southeast, 6¾c nominal; Texas, 6¾c nominal at common points, and Dallas, 6¾c nominal.

Cottonseed oil futures market transactions at New York:

Friday, November 18, 1938

	Sales.	High.	Low.	—Range—	Closing—
Dec.	28	760	753	750 a 752	
Jan.	22	770	762	762 a 764	
Feb.	.....	.....	.....	762 a nom	
Mar.	22	784	773	773 a 775	
Apr.	.....	.....	.....	773 a nom	
May	35	793	782	784 a trad	
June	.....	.....	.....	784 a nom	
July	57	800	791	791 a 793	

Saturday, November 19, 1938

Dec.	7	748	748	748 a trad
Jan.	21	764	761	762 a trad
Feb.	.....	.....	.....	762 a nom
Mar.	2	773	773	771 a 773
Apr.	.....	.....	.....	771 a nom
May	8	781	781	781 a 782
June	2	790	790	790 a nom
July	10	791	791	790 a 792

Monday, November 21, 1938

Dec.	49	750	742	746 a trad
Jan.	4	761	761	756 a 758
Feb.	.....	.....	.....	756 a nom
Mar.	15	772	767	768 a trad
Apr.	.....	.....	.....	768 a nom
May	37	782	775	778 a trad
June	.....	.....	.....	778 a nom
July	48	789	783	786 a 83tr

Tuesday, November 22, 1938

Dec.	35	744	737	737 a trad
Jan.	14	756	750	748 a 750
Feb.	.....	.....	.....	748 a nom
Mar.	12	769	765	763 a 765
Apr.	.....	.....	.....	763 a nom
May	29	778	773	774 a trad
June	.....	.....	.....	774 a nom
July	27	785	780	780 a trad

Wednesday, November 23, 1938

Dec.	.....	739	734	735 a nom
Jan.	.....	753	748	748 a bid
Feb.	.....	767	762	765 a nom
Mar.	.....	779	773	776 a nom
May	.....	786	779	783 a nom

Thursday, November 24, 1938

Holiday, no market
(See page 33 for later markets.)

SOUTHERN MARKETS

New Orleans.

(Special Report to The National Provisioner.)

New Orleans, La., November 23, 1938.

Cotton oil futures continue to show moderate changes both ways while crude remains steady at 6¾c@6½c lb. f.o.b. mills. Bleachable, steady. Soapstock and black grease higher, with unsold stocks negligible and in good demand. Elimination of British tax on American lard should prove favorable, as should also reduced production of cotton oil for balance of the season. Latest ginnings suggest further reduction in next government crop estimate.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, November 23, 1938.—

Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$24.00. Basis prime cottonseed oil 6½c trading.

HULL OIL MARKETS

Hull, England, Nov. 22, 1938.—Refined cotton oil, 20s 6d. Egyptian crude, 17s 6d.

HIDE OUTLOOK

Domestic and Foreign Shortage Results in Bullish Prospects

By HENRY H. STAFFORD

EDITOR'S NOTE.—Outlook for business as seen by Babson Statistical Organization was given by Mr. Stafford in an address before the recent meeting of the Tanner's Council of America. That portion of his talk relating specifically to hides and leather is given here.

WHAT about the prospects for cattle hides? Domestic cattle hide production this year exceeded earlier forecasts. Contrary to expectations cattle slaughter, averaging below 1937, continued relatively heavy. Total wettings, including kips and buffalo hides, together with movement into sight, were slightly below a year ago, according to latest available data.

What about future production? Heavy slaughter since the drought year 1934 has sharply reduced herds. Department of Agriculture figures showed total cattle at turn of year to be smallest since 1933. Moreover, the cattle production cycle is now upward, stimulated by current low feed costs which encourage breeding. Signs clearly point to fewer cattle to be marketed in 1939, barring a drought such as upset the apple cart in 1934. Domestic cattle hide production next year should fall short of 1938.

Imports to Be Light

Imports of cattle hides declined radically this past year and are running substantially below the average of the last five years. Arrivals for the first eight months were 72 per cent below the same period of 1937. Moreover, there is no need to worry about imports rising to excessive levels. War and continued feverish preparations for hostilities the world over will require large numbers of hides in the year ahead. In addition, consumption for peace time needs should be larger in this country and in many countries abroad.

Indications are that U. S. tanners will meet plenty of competition in bidding for Argentine and other foreign hides in coming months. Imports in 1939 should be far from burdensome—they should be most welcome.

Hide Shortage Ahead

Supplies of cattle hides in this country and abroad are anything but excessive. The rise in stocks last fall and winter has been more than wiped out. Total U. S. visible supplies on September 1 were about 9 per cent below last year and at a new low in the 17 years this series has been recorded.

Relative to consumption, stocks were

equal to less than 8 months' needs. During the closing months of the year there is often a seasonal increase in raw and finished stocks. Any increase this year, however, should be moderate and be a cause for satisfaction rather than concern.

Should production, imports and consumption turn out as indicated, all prospective hides and more too will be required. As matters line up, there is the possibility, if not probability, that before the close of another year, supplies of cattle hides will be uncomfortably low. A further decline in supplies looms for 1939.

Hide Market Outlook

As for demand, the basic trend is definitely upward. Domestic consumption next year should increase over 1938. Shoe production will be larger and general industrial and miscellaneous needs should expand, accompanying the expected further improvement in business. Abroad, war and armament programs point to continued active demand for hides. Exports of domestic hides this year have been very heavy. Japan, in particular, has been an excellent customer. However, 1939 exports are expected to fall below this year and may be less than the average quantity exported during the last five years.

Cattle hides appear destined to work into a stronger statistical and market position in the year ahead. During the fall and winter, poor quality and a seasonal decline in demand often depress prices. This year, however, considerable resistance to seasonal pressure is indicated and contra-seasonal strength in the market is possible. The cattle hide outlook is bullish. The market is up sharply and powerful forces are at work which point to higher average prices in 1939.

Coming to leather and the situation and outlook for sole, upper, belting and other types: Sole leather production and deliveries reflected the drastic cur-

tailment in shoe production in the past year. Unfilled orders dwindled to near the vanishing point as shoe manufacturers purchased from hand to mouth. Prices, also, declined sharply and stocks at tanneries increased.

Today, there is encouraging improvement. Deliveries spurted with shoe production and have exceeded output. Inventories have been reduced and are tending down toward the low levels of early 1937. Total finished and stocks in process are currently but slightly higher than at the beginning of last year. Demand prospects are favorable and point to a further decline in finished stocks.

A sharp rise in takings would make for a tight finished stock position, even though wettings were materially increased. In short, the stage is being set for further strength in sole leather markets.

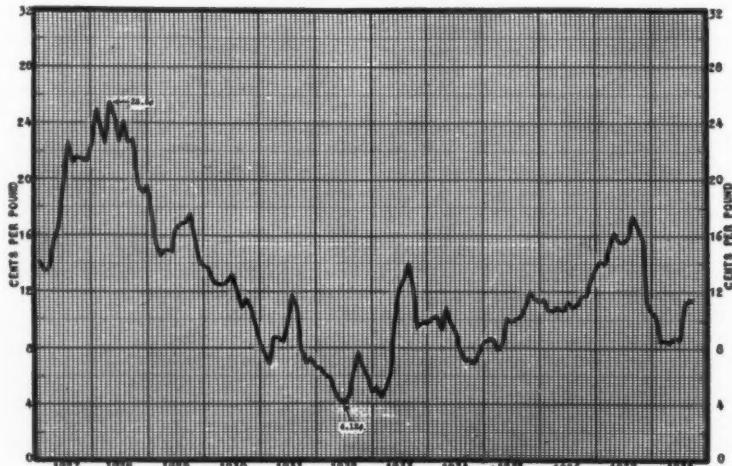
Upper Leather Stronger

Upper leather, as a whole, is in a similar statistical and market position. Unfilled orders are thin, recent deliveries have topped output and tanners' finished stocks of many upper leathers are lower. However, unlike sole leather, style plays an important role in determining demand for various upper leathers. For example, this past year, style and price resulted in an increase in distribution of calf leather at the expense of kid. Calf leather was selling on the bargain counter and shoe manufacturers were quick to capitalize on it. So styles called for more calf leather this past year. Distribution of side upper leather scored a moderate increase, while patent leather slipped slightly below the level of last year.

Stocks in process are somewhat larger and trend should be upward. Finished stocks tend lower and calf and kid holdings, in particular, are light. Should demand come up to expectations, there might easily develop a squeeze in these leathers. It is evident that shoe man-

(Continued on page 33.)

AVERAGE MONTHLY PRICES, PACKER, LIGHT NATIVE COW HIDES
CHICAGO, 1927-1938



HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—Trading in the packer hide market was almost at a standstill during the short week preceding the holiday. Hide futures sagged 26@30 points lower for the old contracts and 18@20 lower for the new, under the influence of a weak securities market, resulting in buyers generally showing more caution and withdrawing from the spot market.

Following their established policy of keeping sold up at the going market, the Association moved 3,000 Nov. light native cows at 12c, this figure being a cent down from last packer sales of Sept.-Oct. at 13c; difference in seasonal quality should account for part of this variation in price.

The decline in hide futures, of course, always brings out offerings of re-sale hides from speculative hands, and packers are impressed at such times with the undesirability of selling spot hides to speculators. The re-sale offerings invariably have a further depressing effect on a dull market and make it difficult for packers to wait out the situation pending a resumption of tanner demand.

Details of such re-sales are usually well guarded as to quantities but numerous reports were heard among the trade of re-sales of Sept.-Oct. native and branded steers at 1/4c decline, or 13 1/2c for natives, 13c for butt brands and 12 1/2c for Colorados, the earlier take-off being favored as against packers' current offerings of Oct. forward steers. Light native cows were understood to have moved on re-sale around 12 1/4c for Sept.-Oct. take-off, or 1/4c down.

Packers, meanwhile, have been making no attempt to press offerings, stocks of most descriptions being in a fairly normal condition; however, it was indicated in some quarters that reasonable bids would be considered, in order to avoid any such stoppage of trade as was witnessed a year ago. Production will be light locally this week, due to the livestock handlers' strike in the Chicago Yards. Packers continue to quote last sale prices, pending further trading to establish the market.

OUTSIDE SMALL PACKER HIDES.—Offerings of outside small packer all-weight natives at 11 1/2c, selected, Chgo. freight basis, are attracting no attention and some are inclined to quote the nominal market around 11c for the moment, pending trading; tanners' ideas generally are around 10 1/2c, although no offerings of good take-off reported that basis. Market is in a waiting position, pending some definite action on big packer light cows.

PACIFIC COAST.—Last trading in the Coast market was at 11 1/2c for

steers and 11c for cows, flat, f.o.b. Los Angeles, for Oct.-Nov. take-off; market well sold up to end of Oct.

FOREIGN WET SALTED HIDES.—There was a fair trade in the South American market, with final prices a cent under those paid previous week, despite seasonal improvement in quality there. Early this week, 15,000 Argentine reject steers sold to the States at 68 pesos, equal to 10 1/2c, c.i.f. New York, as against 74 pesos or 11 1/2c paid last week. Standard steers declined on successive sales, with 5,500 LaPlatas going early at 79 1/2c pesos or about 12 1/2c; last comparable sale of previous week had been at 82 1/2c pesos or 12 1/2c. Later Europe bought 12,000 LaPlatas at 77 pesos or 11 1/2c, and finally 4,000 Smithfield steers sold to the States at 76 pesos or 11 1/2c.

COUNTRY HIDES.—The country market is dull and quiet, awaiting some clarification of the market on packer light cows. Holdings of country hides are still moderate but demand very light. Sellers ask 8 1/2@8 1/2c, selected, del'd Chgo., for untrimmed all-weights, with others quoting 8@8 1/2c nom. Heavy steers and cows have found a very narrow outlet recently and quoted 7 1/2@8c nom., top asked. Buff weights last sold at 9c, trimmed, with 8 1/2c best bid today. Extremes moved quietly previous week in a fair way at 11c, trimmed, with 10 1/2c best bid now. Bulls around 6 1/2@6 1/2c nom. All-weight branded hides offered at 7 1/2@7 1/2c flat.

CALFSKINS.—Packer calfskins quiet, with last trading in Oct. heavies 9 1/2@15 lb. previous week at 20c for northerns and 19c for a few River points; more available this basis. Lights, under 9 1/2 lb., have been offered at 19c, some quoting 18 1/2c nom. in line with recent 1/2c decline on heavies. Oct. southern all-weights were well sold earlier at 15c, and Milwaukee all-weight packers at 19 1/2c.

Chicago city calfskins quiet, with the 8/10 lb. quoted 15c last paid and asked, and 10/15 lb. 16 1/2@17c nom.; some collectors withdrew offerings until after the holiday. Outside cities, 8/15 lb., around 15c nom.; straight countries 11@11 1/2c flat nom. Chicago city light calf and deacons \$1.00@1.10 nom.

KIPSKINS.—Packers are well sold up on Oct. kip skin production, with last trading at 16 1/2c for northern natives and 15 1/2c for southerns; over-weights last sold at 15 1/2c for northerns and 15c for southerns, and branded kips at 14c. No action as yet on Nov. kips.

Chicago city kip skins quoted 14c last paid previous week. Outside cities around 14c nom.; straight countries 10 1/2@11c flat nom.

Packer regular slunks quiet, being well sold up to end of Oct., with last trading at 75c.

HORSEHIDES.—Market quiet, with about steady prices asked in the absence of any active inquiry. Good city renderers quoted \$3.15@3.25, selected, f.o.b. nearby points; ordinary trimmed renderers \$2.90@3.00, del'd Chgo.; mixed city and country lots \$2.50@2.60, Chgo.

SHEEPSKINS.—Dry pelts nominal around 15@15 1/2c per lb., del'd Chgo., for full wools. Very light production of packer shearlings meeting with a correspondingly light demand at present; market quoted usually 70@75c for No. 1's, 40@45c for No. 2's and 22 1/2@25c for No. 3's. One house moved a few hundred No. 1's at 75c and No. 2's at 45c. Pickled skins fairly firm for the good quality available at present; one packer confirms a sale of a car this week at close to \$5.00 per doz.; demand not overly active at the moment and offerings available at \$5.00@5.25, depending upon sellers. Packer wool pelts quoted around \$2.00 per cwt. live basis for first half Nov. production.

New York

PACKER HIDES.—Market on the easy side but nominal, awaiting some action in the Chicago market. One packer holds Oct. native steers, with possibly a few scattered late Oct. brands still unsold. No action as yet on Nov. take-off.

CALFSKINS.—Market on calfskins has an easy tone, lacking any active demand. Collectors are credited with moving several cars in a range of \$1.00@1.05 for 4-5's, \$1.25@1.30 for 5-7's, and \$1.65@1.75 for 7-9's. Packers sold couple cars 7-9's at \$2.00 and 9-12's at \$2.90, steady to firm prices, early in the period.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Nov. 19, 1938, were 6,590,000 lbs., previous week, 4,751,000 lbs.; same week last year, 3,807,000 lbs.; from January 1 to Nov. 19 this year, 215,776,000 lbs.; for the same period one year ago, 214,433,000 lbs.

Shipments of hides from Chicago for the week ended Nov. 19, 1938, were 4,209,000 lbs.; previous week, 3,908,000 lbs.; same week last year, 3,340,000 lbs.; from Jan. 1 to Nov. 19, 1938, 204,666,000 lbs.; 1937 period, 222,501,000 lbs.

N. Y. HIDE FUTURE MARKETS

Saturday, Nov. 19, 1938.—Old contracts: Dec. 11.75; Mar. 12.14 n; June 12.35 n; Sept. 12.50 n; sales 23 lots. Closing 5@11 higher.

New: Dec. 12.54 n; Mar. 12.89@12.95; June 13.25; Sept. 13.55 n; sales 82 lots. Closing 17@20 higher.

Monday, Nov. 21, 1938.—Old contracts: Dec. 11.65 n; Mar. 11.97@11.98; June 12.28 n; Sept. 12.43 n; sales 35 lots. Closing 7@17 lower.

New: Dec. 12.37 n; Mar. 12.77; June



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13.18; Sept. 13.38 n; sales 236 lots. Closing 7@17 lower.

Tuesday, Nov. 22, 1938.—Old contracts: Dec. 11.37; Mar. 11.67; June 11.92 n; Sept. 12.07 n; Dec. (1939) 12.27 n; sales 47 lots. Closing 28@36 lower.

New: Dec. 12.06 n; Mar. 12.46; June 12.82@12.85; Sept. 13.15 n; sales 229 lots. Closing 23@41 lower.

Wednesday, Nov. 23, 1938.—Old contracts: Dec. 11.40@11.42; Mar. 11.77; June 12.00 n; Sept. 12.15 n; Dec. (1939) 12.35 n; sales 45 lots. Closing 3@10 higher.

New: Dec. 12.17@12.19; Mar. 12.55; June 12.90; Sept. 13.20; sales 114 lots. Closing 5@11 higher.

Thursday, Nov. 24, 1938.—(Holiday).

Friday, Nov. 25, 1938.—Old contracts: Dec. 11.40; Mar. 11.75 b; June 12.01 b; Sept. 12.16 n; Dec. (1939), 12.36 n; sales 72 lots. Closing 2 lower to 1 higher.

New: Dec. 12.13 n; Mar. 12.55 n; June 12.91; Sept. 13.21; Dec. (1939), 13.49 n; sales 182 lots. Closing 4 lower to 1 higher.

HIDE PROSPECTS FOR 1939

(Continued from page 30.)

facturers, generally, are not covered much beyond current needs. A buying wave is possible which would find prices quick to respond. Upper leathers should sell still higher in the months ahead.

Belting leather has lagged compared with sole and upper. Hit hard by the industrial recession, output and deliveries have been far below last year. Wettings were curtailed well in line with deliveries. However, rough and finished inventories increased as consumption declined. Total holdings, according to recent data, showed little change from those at the beginning of the year. August saw a most encouraging turn for the better in sales, reflecting reviving industry. The continued gain which is expected in industrial activity forecasts larger consumption. In turn, this should reduce finished stocks.

Improvement in the demand-supply ratio is anticipated, and with it a further advance in prices of belting leather.

Finally, what about other leathers such as harness, luggage and upholstery? Output and deliveries of these types have also been substantially below a year ago. Tanners curtailed soakings closely in line with reduced needs. Finished inventories, generally, increased during the recession. However, tanners have succeeded in reducing inventories of harness leather somewhat, and supplies of other types are not considered excessive relative to prospective needs.

With business recovery gathering momentum, improvement in requirements for harness, luggage and upholstery leathers is expected. Better demand and higher raw material costs should make for some firming in prices of these leathers in coming months.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were barely steady latter part of week, with lard still feeling December liquidation.

Cottonseed Oil

Cotton oil was barely steady with heavy December switching by commission houses to later months. December was 41 points under May. Southeast and valley crude, 6% c sales in a small way.

Quotations on bleachable cottonseed oil at close of market on Friday were Dec. 7.33@7.34; Jan. 1939, 7.47@7.49; March 7.65@7.66; May 7.77@7.76; July 7.82. Sales 74 lots. Closing steady.

Tallow

Extra tallow quoted at 5% c lb., f.o.b., sales.

Stearine

Stearine, 7c lb. sales.

Friday's Lard Markets

New York, November 25, 1938.—Prices are for export. Lard, prime western, \$7.55@7.65; middle western, \$7.55@7.65; city, 7@7% c; refined container, 7%@8c; South America, 8@8% c; Brazil kegs, 8%@8% c; shortening, 9% c in carlots.

BRITISH PROVISION MARKETS

Liverpool, November 22, 1938.—General provision market quiet; poor demand for hams and lard.

Friday's prices were: Hams, American cut, 89s; Canadian hams (A.C.) 94s; short backs, unquoted; bellies, English, 72s; Wiltshires, 70s; Cumbendlans, 69s; Canadian Wiltshires, 73s; Canadian Cumbendlans, 91s; spot lard, 45s.

CHICAGO HIDE FUTURES

Saturday, Nov. 19, 1938.—Close: Dec. 12.55 n; Mar. 12.75 n; June 13.10 n; no sales. Closing unchanged.

Monday, Nov. 21, 1938.—Close: Dec. 12.55 n; Mar. 12.80; June 13.10; sales 5 lots. Closing unchanged to 5 higher.

Tuesday, Nov. 22, 1938.—Close: Dec. 12.15 ax; Mar. 12.45; June 12.80; sales 4 lots; closing 30@40 lower.

Wednesday, Nov. 23, 1938.—Close: Dec. 12.20; Mar. 12.45 n; June 12.80 n; sale 1 lot. Closing unchanged to 5 higher.

Thursday, Nov. 24, 1938.—(Holiday)

Friday, Nov. 25, 1938.—Close: Dec. 12.15; Mar. 12.55; June 12.90; sales 4 lots. Closing 5 lower to 10 higher.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Nov. 25, 1938:

	PACKER HIDES.	Week ended Nov. 25.	Prev. week.	Cor. week, 1937.
Hvy. nat.	strs.....	13 1/2 @ 14	@ 14ax	14 @ 15 1/2
Hvy. Tex.	strs.....	13 @ 13 1/2	@ 13 1/2	13 1/2 @ 15
	Hvy. butt brnd'd	strs.....	@ 13 1/2	13 @ 15 @ 15
	Hvy. Col.	strs.....	12 1/2 @ 13	@ 13 1/2 @ 14 1/2
	Ex-ligh Tex.	strs.....	12 @ 12 1/2	@ 9n
	Brnd'd cows.	12 @ 12 1/2	@ 12 1/2	@ 9
Hvy. nat.	strs.....	12 @ 12 1/2	@ 12 1/2	@ 10 1/2
Lt. nat. cows.	12 @ 13	@ 13	9	6 1/2
Nat. bulls.	strs.....	9n	9	6 1/2
Brnd'd bulls.	strs.....	8n	8	6 1/2
Calfskins	18 1/2 @ 20	19	20	12 @ 14
Kips, nat.	strs.....	16 1/2 @ 20	16 1/2	12 1/2
Kips, ov-wt.	strs.....	15 1/2 @ 20	15 1/2	11
Kips, brnd'd.	strs.....	14	14	10ax
Slunks, reg.	strs.....	75	75	57 1/2
Slunks, brns.	strs.....	40 @ 45	40 @ 45	35 @ 40
	Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	10 1/2 @ 11 1/2	11	@ 12	8 1/2 @ 9 1/2
Branded.....	10 @ 11	10 1/2 @ 11 1/2	8 @ 9	8 @ 9
Nat. bulls.	strs.....	8n	8	8 1/2 @ 7 1/2
Brnd'd bulls.	strs.....	7n	7	5 1/2 @ 6 1/2
Calfskins	15 @ 17n	15	17	10 @ 12
Kips.....	strs.....	14	14	10n
Kips.....	strs.....	70n	70n	50 @ 55n
Slunks, brls.	strs.....	85n	85n	30 @ 35n

COUNTRY HIDES.

Hvy. steers.	7 1/2 @ 8n	8n	8n	7n
Hvy. cows.	8n	8n	8n	8n
Bulls.	8 1/2 @ 9	9	9	7 @ 7 1/2
Extremes.	10 1/2 @ 11	11	11	8 @ 8 1/2
Bulls.	6 1/2 @ 6 1/2	6 1/2 @ 6 1/2	6 1/2 @ 6 1/2	5 1/2
Calfskins	11 @ 11 1/2	11 @ 11 1/2	11 @ 11 1/2	9 @ 9 1/2
Kips.....	10 1/2 @ 11	10 1/2 @ 11	10 1/2 @ 11	8
Horsehides	2.50 @ 3.25	2.60 @ 3.35	2.60 @ 3.35	2.50 @ 3.50

SHEEPSKINS.

Pkr. lambs.....	.....	.....	.....	.....
Sml. prk.				
lambs.....	.....	.....	.....
Pkr. shearlings.	70 @ 75	70	75	60ax
Dry pelts.....	15 @ 15 1/2n	14 1/2 @ 15n	11	13n

LOWER HIDE TRADING FEES

Changes in hide brokerage charges which have the effect of reducing non-member commissions when deliveries are made or accepted and increasing the rate on offset trades were announced by the Chicago Mercantile Exchange this week. The changes, effective November 21, make the non-member rate for buying or selling hide futures \$15.00 per unit of 40,000 pounds, when the price is below 10c per pound, and \$20 per unit when the quotation is 10c or more. The previous rate was \$30.

The clearance fee of \$1.00 and advertising tax of 10c per unit on each purchase or sale will, under the amended rules, be absorbed by the broker. When a contract is sold below 10c and hides are delivered against it, the non-member seller will pay \$16.10 less than formerly, Harry H. Field, chairman of the mart's hide committee, pointed out. Sellers of contracts above 10c who make delivery will pay \$11.10 less in commissions.

MEAT AND LARD EXPORTS

Exports of bacon, lard and tallow through port of New York during week ended November 18, 1938, totaled 551,325 lbs. lard and 276,000 lbs. bacon.

LIVE STOCK MARKETS

WEEKLY REVIEW

Hog-Corn Ratio Favorable

HIgh hog-corn ratio prevailing indicates a favorable situation for increased hog production, the Bureau of Agricultural Economics states. For the week ended November 5, the average price per 100 lbs. of hogs at Chicago was equivalent in value to 18.2 bu. of No. 3 yellow corn, which was the highest hog-corn price ratio since June, 1926, the bureau states.

During October the average weight of hogs slaughtered under federal inspection was 224 lbs., which was 10 lbs. lighter than in October, 1937, indicating an increased proportion of Spring pigs in the market supply. Last year a relatively large number of old hogs was carried through the Summer and marketed during the early Fall months, it is pointed out.

The bureau continues to look for a materially larger slaughter supply of hogs during the crop year 1938-39 than in the crop year 1937-38, and the number of hogs processed in 1938-39 is expected to be the largest for any year since 1933-34, although about 15 per cent smaller than in the 10 years preceding 1934. In the 10-year period the number of hogs processed under federal inspection ranged from a low of 40,600,000 head to a high of 52,900,000 and averaged 45,993,000 head per year.

HIGHER COW PRICES

With the probability that steer slaughter in 1939 will show little change from that of 1938 but that cows, heifers and calves will be scarcer, it is expected that the spread in price between the upper and lower grades of cattle will be relatively narrow. Prices of slaughter

cows, particularly, are likely to be maintained next year at a fairly high level relative to prices of other kinds of slaughter cattle, the Bureau of Agricultural Economics states. During October prices of good cows averaged above the 1924-1933 level, although they were well below the high prices of 1937. This grade of cattle averaged relatively higher throughout 1938 than did steers. Trend in steer prices was unevenly upward after January but remained below the average of 1924-1933 and was well under the 1937 average. The census of cattle population as of January 1, 1939, is expected to be slightly larger than for January 1, 1938, and is believed by the bureau to represent the first phase of a new cycle in the production of cattle.

GOOD LAMB SUPPLY

Trend in sheep numbers in the United States probably will be upward during the next few years. If weather and range conditions in the Western states are favorable, some increase in numbers in that area probably will occur. Likewise, favorable feed conditions and shifts in crop acreages from food and fiber crops to feed crops and pasture may result in some further increase in the native sheep states and in Texas, the annual agricultural outlook report states.

Indications as to number of lambs that will be fed this Winter are now rather uncertain. Though feed supplies are abundant in most feeding areas, relatively few feeder lambs had been purchased prior to mid-October. It appears that the unfavorable returns from last year's feeding operations are tending to discourage some feeders. It is also possible that the number of Texas lambs sold as feeders will be smaller than a year earlier, in view of the current low prices of feeder lambs.

INTERNATIONAL SHOW OPENS

Entries in the International Live Stock Exposition, which opened at Union Stock Yards, Chicago, on November 26, included 303 carloads of cattle, 36 carloads of hogs and 27 carloads of lambs. Of the carlot cattle, 241 loads are listed for the fat cattle contests and 62 lots were entered in the feeder class. While entries came principally from the Corn Belt, there were some from as far away as Vermont, Rhode Island and North Carolina on the East; Utah, Colorado and Wyoming on the West; Western Canada to the maritime provinces on the North; and Georgia and Texas on the South. Many of the Canadian entries came direct from the Royal Winter Fair at Toronto and included 91 head of purebred cattle and 132 head of sheep.

SHOW CALVES SELL WELL

Grand champion steer of the Producers' Baby Beef Club show, held at National Stock Yards recently, was purchased by American Packing Co., St. Louis, at 50c per pound. The steer weighed 955 lbs. The reserve champion, an 1130-lb. steer, was purchased by Robertson, Inc., at 21c per pound. The show steers averaged \$11.85 per cwt. at auction. Packers participating in the purchase were Armour, Swift, Independent, American, Hunter and Sieloff.

HOG KILL LARGER

Hogs processed under federal inspection at eight points during the three weeks ended November 18 totaled 145,000 head more than in the like period of 1937. Kill at these points in the 1938 period totaled 1,147,256 head, while a year ago the total was 1,002,134 head.

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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., November 23, 1938.—At 20 concentration points and 10 packing plants in Iowa and Minnesota receipts in the interior hog trade were liberal during first half of the current week but demand was broad and general market levels closed on a mostly steady basis as compared with last Saturday. However, loading Wednesday gave indications of slowing down and receipts over the holiday period will probably be moderate. On Wednesday's market good to choice, 180-290-lb. butchers sold generally from \$7.25@7.50, with most sales from \$7.30 upward. Heavies from 290-350-lb. brought \$7.10@7.40, and a scattering of 160-180-lb. lights brought \$6.45@7.35. Good packing sows, 350-lb. down, sold at \$7@7.20, a few \$7.25; 350-425-lb. realized \$6.80@7.05, and 425-550-lb. landed at \$6.55@6.95.

Receipts for week ended Nov. 23:

	This week.	Last week.
Friday, Nov. 18.....	34,100	15,800
Saturday, Nov. 19.....	31,400	13,100
Monday, Nov. 21.....	49,700	41,700
Tuesday, Nov. 22.....	34,400	29,600
Wednesday, Nov. 23.....	30,500	30,600
Thursday, Nov. 24.....	Holiday	27,100

LIVE CATTLE IMPORTS

Imports into the United States of live cattle for slaughter continue to decline. Shipments from Canada have shown a sharp drop compared with a year ago, while those from Mexico for the year up to October increased. Imports for September and the first nine months of the year compared with like periods a year ago were as follows:

CATTLE IMPORTED.

From	Canada	Mexico
Sept., 1938.....	11,646	5,715
Sept., 1937.....	21,866	6,318
9 mos. 1938.....	88,046	207,160
9 mos. 1937.....	259,606	177,553

TOTAL CATTLE IMPORTED.

Number.
Sept., 1938.....
Sept., 1937.....
9 mos. 1938.....
9 mos. 1937.....

RECEIPTS AT CHIEF CENTERS

Week ended November 19, 1938.

At 20 markets:	Cattle	Hogs	Sheep
Week ended Nov. 10.....	233,000	476,000	248,000
Previous week.....	225,000	423,000	269,000
1937.....	264,000	479,000	218,000
1936.....	264,000	659,000	335,000
1935.....	270,000	348,000	248,000

At 11 markets:	Cattle	Hogs	Sheep
Week ended Nov. 19.....	415,000	360,000	360,000
Previous week.....	360,000	360,000	360,000
1936.....	570,000	286,000	564,000
1935.....	545,000	545,000	545,000
1934.....	374,000	374,000	374,000

At 7 markets:	Cattle	Hogs	Sheep
Week ended Nov. 19.....	151,000	344,000	164,000
Previous week.....	144,000	303,000	174,000
1937.....	177,000	347,000	148,000
1936.....	180,000	238,000	161,000
1935.....	170,000	475,000	106,000
1934.....	137,000	453,000	188,000
1933.....	137,000	307,000	184,000

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, November 23, 1938, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (soft & oily not quoted). CHICAGO. NAT. STK. YDS. OMAHA. KANS. CITY. ST. PAUL.

BARROWS AND GILTS:

Good-choice:

140-160 lbs.	No Quotations	\$ 7.75 @ 8.00	\$ 7.25 @ 7.40	\$ 7.10 @ 7.35	\$ 7.50 @ 7.55
160-180 lbs.	on Account	7.75 @ 8.00	7.35 @ 7.50	7.20 @ 7.40	7.50 @ 7.55
180-200 lbs.	of Strike	7.70 @ 7.95	7.40 @ 7.50	7.25 @ 7.40	7.40 @ 7.50
200-220 lbs.		7.65 @ 7.90	7.40 @ 7.50	7.30 @ 7.40	7.40 only
220-250 lbs.		7.65 @ 7.90	7.40 @ 7.50	7.25 @ 7.40	7.40 only
250-290 lbs.		7.60 @ 7.85	7.40 @ 7.50	7.25 @ 7.35	7.40 only
290-350 lbs.		7.50 @ 7.85	7.25 @ 7.25	7.25 @ 7.35	7.25 @ 7.40

Medium:

140-160 lbs.	No Quotations	7.50 @ 7.85	7.25 @ 7.25	7.25 @ 7.25	7.25 @ 7.50
160-180 lbs.	on Account	7.50 @ 7.85	7.25 @ 7.25	7.25 @ 7.25	7.25 @ 7.50
180-200 lbs.	of Strike	7.50 @ 7.85	7.20 @ 7.35	7.25 @ 7.35	7.25 @ 7.40

PACKING SOWS:

Good:

275-350 lbs.	No Quotations	7.25 @ 7.40	7.25 @ 7.35	7.10 @ 7.25	7.20 @ 7.30
350-425 lbs.	on Account	7.10 @ 7.85	7.25 @ 7.35	7.00 @ 7.15	7.20 @ 7.30
425-550 lbs.	of Strike	7.00 @ 7.25	7.15 @ 7.35	6.85 @ 7.10	7.15 @ 7.20

Medium, 275-550 lbs.

6.75 @ 7.20	No Quotations	6.65 @ 7.15	6.50 @ 7.10	7.00 @ 7.15
7.50 @ 7.85	on Account	7.20 @ 7.35	7.00 @ 7.10	7.00 @ 7.15

PIGS (Slaughter):

Good-choice:

100-140 lbs.	No Quotations	7.75 @ 8.00	7.50 @ 8.00	7.50 @ 8.00
Medium, 100-140 lbs.	on Account	7.50 @ 7.85	7.25 @ 7.25	

Medium, 100-140 lbs.

7.50 @ 7.85	No Quotations	7.25 @ 7.25	7.00 @ 7.00
7.50 @ 7.85	on Account	7.25 @ 7.25	7.00 @ 7.00

Slaughter Cattle, Vealers, and Calves:

STEERS, choice:

750-900 lbs.	No Quotations	9.75 @ 11.25	10.00 @ 11.25	10.25 @ 11.75	10.25 @ 11.25
900-1100 lbs.	on Account	10.25 @ 11.75	10.50 @ 12.25	10.75 @ 12.25	10.75 @ 12.00
1100-1300 lbs.	of Strike	10.50 @ 12.00	10.75 @ 12.50	11.00 @ 12.50	10.75 @ 12.00

STEERS, good:

750-900 lbs.	No Quotations	8.50 @ 10.25	8.50 @ 10.50	8.50 @ 10.50	8.75 @ 10.50
900-1100 lbs.	on Account	8.50 @ 10.50	8.75 @ 10.75	8.75 @ 10.75	8.75 @ 10.75
1100-1300 lbs.	of Strike	8.75 @ 10.50	8.75 @ 10.75	8.75 @ 10.75	9.00 @ 11.00

STEERS, medium:

750-1100 lbs.	No Quotations	7.50 @ 8.50	7.00 @ 8.75	7.50 @ 8.75	7.00 @ 8.75
1100-1300 lbs.	on Account	7.50 @ 8.75	7.00 @ 9.00	7.75 @ 9.00	7.00 @ 9.00

STEERS, common (plain):

750-1100 lbs.	No Quotations	6.50 @ 7.50	6.25 @ 7.50	6.75 @ 7.50	6.25 @ 7.50
1100-1300 lbs.	on Account	6.50 @ 7.50	6.25 @ 7.50	6.75 @ 7.50	6.25 @ 7.50

STEERS AND HEIFERS:

Choice, 550-750 lbs.	No Quotations	9.25 @ 10.75	9.00 @ 11.00	9.75 @ 10.75	9.50 @ 10.75
Good, 750-900 lbs.	on Account	9.25 @ 10.75	8.00 @ 9.50	8.25 @ 9.50	8.25 @ 9.50
Medium, 550-900 lbs.	of Strike	8.75 @ 10.50	8.00 @ 9.50	8.25 @ 9.50	8.25 @ 9.50

HEIFERS:

Choice, 750-900 lbs.	No Quotations	9.25 @ 10.75	9.00 @ 10.75	9.75 @ 10.75	9.50 @ 10.75
Good, 750-900 lbs.	on Account	9.25 @ 10.75	8.00 @ 9.50	8.25 @ 9.50	8.25 @ 9.50
Medium, 550-900 lbs.	of Strike	8.75 @ 10.50	8.00 @ 9.50	8.25 @ 9.50	8.25 @ 9.50

COWS, all weights:

Choice	No Quotations	5.75 @ 6.75	6.00 @ 7.00	6.00 @ 6.75	6.25 @ 7.00
Good	on Account	5.25 @ 5.75	5.25 @ 6.00	5.50 @ 6.00	5.50 @ 6.25
Medium	of Strike	4.75 @ 5.25	5.00 @ 5.25	4.85 @ 5.50	5.00 @ 5.50
Common (plain)		3.25 @ 4.75	4.00 @ 5.00	3.75 @ 4.85	3.50 @ 5.00

BULLS (Yggs. Excl.), all weights:

Good	No Quotations	6.25 @ 6.75	6.50 @ 7.00	6.00 @ 6.25	6.00 @ 6.50
Medium	on Account	6.25 @ 6.75	5.75 @ 6.50	5.50 @ 6.00	5.50 @ 6.25
•Cutter and common (plain)	of Strike	4.50 @ 5.00	5.00 @ 5.75	4.75 @ 5.50	4.75 @ 5.50

VEALERS, all weights:

Choice	No Quotations	11.00 only	8.50 @ 10.00	9.50 @ 10.00	9.00 @ 10.00
Good	on Account	9.75 @ 11.00	7.50 @ 8.50	8.00 @ 9.50	8.00 @ 9.50
Medium	of Strike	8.50 @ 9.75	7.50 @ 8.00	8.00 @ 7.00	8.00 @ 7.00

CALVES, 250-400 lbs.

Choice	No Quotations	7.50 @ 8.50	7.00 @ 8.00	8.00 @ 8.50	8.00 @ 8.00
<tbl

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, November 19, 1938, as reported to The National Provisioner:

CHICAGO.

	Cattle	Hogs	Sheep
Armour and Company	9,075	8,395	12,322
Swift & Company	5,988	7,849	8,883
Wilson & Co.	4,445	8,989	5,825
Shippers	14,471	11,642	9,889
Others	7,803	20,340	8,591
Western Packing Co., Inc.	2,272	hogs	Agar Packing Co., 6,078 hogs.
Total:	41,732	cattle; 7,134 calves; 74,477 hogs; 42,888 sheep.	

Not including 6,160 cattle, 415 calves, 50,980 hogs and 3,622 sheep bought direct.

*These figures include directs.

KANSAS CITY.

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,003	911	2,750	4,031
Cudahy Pkg. Co.	1,822	773	1,334	3,418
Swift & Company	1,752	823	2,119	2,869
Wilson & Co.	1,039	640	1,238	2,390
Indep. Pkg. Co.	.....	275	.....	.....
Meyer Kornblum	970	.....	.....	.....
Others	4,427	445	1,832	1,254
Total	13,613	3,592	9,048	13,962

Not including 25,033 hogs bought direct.

OMAHA.

	Cattle	Calves	Hogs	Sheep
Armour and Company	4,906	5,431	3,001	
Cudahy Pkg. Co.	3,610	3,293	3,574	
Swift & Company	3,871	2,898	2,207	
Wilson & Co.	1,082	2,419	.....
Others	.....	11,749	.....

Cattle and calves: Eagle Pkg. Co., 24; Greater Omaha Pkg. Co., 154; Geo. Hoffmann, 26; Lewis Pkg. Co., 671; Nebraska Beef Co., 495; Omaha Pkg. Co., 179; John R. & Son, 139; South Omaha Pkg. Co., 122; Lincoln Pkg. Co., 263.

Total: 15,644 cattle and calves; 25,790 hogs; 8,782 sheep.

Not including 11,468 hogs and 2,735 sheep bought direct.

EAST ST. LOUIS.

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,959	1,372	6,444	8,019
Swift & Company	2,174	1,528	7,045	4,055
Hunter Pkg. Co.	1,267	610	3,674	1,189
Hill Pkg. Co.	.....	.....	2,501	.....
Laclede Pkg. Co.	.....	.....	1,600	.....
Siehoff Pkg. Co.	.....	.....	1,555	.....
Shippers	6,698	7,433	16,621	4,254
Others	3,772	249	7,568	1,067
Total	16,861	11,242	47,908	19,474

Not including 1,642 cattle, 4,562 calves, 37,307 hogs, and 3,652 sheep bought direct.

ST. JOSEPH.

	Cattle	Calves	Hogs	Sheep
Swift & Company	1,454	445	6,662	5,844
Armour and Company	1,932	371	7,269	3,211
Others	1,393	125	514	241

Total: 4,779 941 14,445 9,296

Not including 1,389 hogs bought direct.

SIOUX CITY.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,274	174	5,788	3,539
Armour and Company	1,744	140	6,037	2,806
Swift & Company	3,181	69	7,288	2,022
Others	359	33	100	11
Total	6,558	422	19,233	8,378

OKLAHOMA CITY.

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,901	987	1,598	1,133
Wilson & Co.	1,782	754	1,495	1,123
Others	324	115	1,887	.....
Total	4,005	1,856	4,980	2,258

Not including 46 cattle and 1,668 hogs bought direct.

WICHITA.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,463	728	791	1,012
Dold Pkg. Co.	832	59	581	12
Dunsmuir & Co.	8	.....	.....	.....
Fred W. Dole	103	.....	.....	.....
Sunflower Pkg. Co.	112	.....	342	1
Pioneer Cattle Co.	51	.....	185	.....
Rose Pkg. Co.	15	.....	.....	.....
Keefe Pkg. Co.	62	.....	.....	.....
Total	2,724	787	1,899	1,025

FORT WORTH.

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,632	1,921	1,654	3,307
Swift & Company	3,221	1,736	1,378	3,661
City Packing Co.	120	82	526	1
Blue Bonnet Pkg. Co.	147	80	288	38
H. Rosenthal Pkg. Co.	70	16	80	.....
Total	7,190	3,844	3,926	7,007

DENVER.

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,322	76	1,304	2,943
Swift & Company	1,056	95	1,133	1,624
Cudahy Pkg. Co.	1,042	98	816	1,755
Others	3,318	282	1,414	1,825
Total	6,738	551	4,767	8,147

ST. PAUL.

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,601	8,077	30,097	8,628
Cudahy Pkg. Co.	1,566	1,787	20	45
Rifkin Pkg. Co.	562	33	.....	1
Swift & Company	4,652	5,000	37,400	13,585
United Pkg. Co.	1,846	.....	.....	.....
Others	2,466	599	.....	.....
Total	13,693	10,805	67,616	22,239

Not including 251 cattle, 317 calves, 14,959 hogs and 1,397 sheep bought direct.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle	Calves	Hogs	Sheep
Mon., Nov. 14	18,930	2,131	21,785	8,851
Tues., Nov. 15	7,973	1,877	30,364	11,720
Wed., Nov. 16	8,312	1,905	23,763	9,146
Thurs., Nov. 17	5,312	1,295	14,174	7,365
Fri., Nov. 18	1,494	283	11,744	4,326
Sat., Nov. 19	500	300	11,000	3,000
Total this week	42,450	7,532	15,609	44,915
Previous week	38,512	6,567	104,667	42,502
Year ago	41,401	7,430	138,249	35,688
Two years ago	44,341	7,795	180,443	52,206

SHIPMENTS.

	Cattle	Calves	Hogs	Sheep
Mon., Nov. 14	4,141	372	9,015	2,153
Tues., Nov. 15	4,159	487	1,583	4,647
Wed., Nov. 16	3,671	42	10,816	1,865
Thurs., Nov. 17	2,141	275	2,689	775
Fri., Nov. 18	1,291	84	2,402	854
Sat., Nov. 19	200	.....	200	500
Total this week	14,603	1,260	11,907	10,794
Previous week	13,121	1,067	10,514	6,601
Year ago	16,582	1,466	7,695	7,561
Two years ago	13,694	2,178	18,897	10,684

NOVEMBER AND YEAR RECEIPTS.

Receipts thus far this month and 1938 to date with comparisons:

	November	Year
1938.	1937.	1938.
1938.	1937.	1937.
Cattle	104,639	123,401
Calves	19,890	19,871
Hogs	819,332	313,434
Sheep	115,228	121,512
Avg.	\$1,744.479	\$1,742.479

WEEKLY AVERAGE PRICE OF LIVESTOCK.

Cattle. Hogs. Sheep. Lambs.

	Week ended Nov. 19	1938.	1937.	1938.	1937.
Week ended Nov. 19.	27,847	11,251	34,121	27,847	11,251
Previous week	27,393	9,731	35,116	27,393	9,731
1937.	24,855	9,455	30,270	24,855	9,455
1936.	21,111	9,141	26,270	21,111	9,141
1935.	27,476	60,588	35,506	27,476	60,588
1934.	27,476	10,465	164,106	27,476	10,465
1933.	27,476	22,744	37,800	27,476	22,744

*Receipts and average estimated.

CHICAGO HOG SLAUGHTERS.

Hog slaughters at Chicago under federal inspection for week ending Friday, Nov. 18, 1938:

Week ending Nov. 18. 131,351

Previous week 103,093

Year ago 128,685

1936 168,793

CHICAGO HOG PURCHASES.

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, November 23, 1938:

	Week ended Nov. 23.	Prev. week.
Packers' purchases	31,098	54,999
Direct to packers	33,833	42,236
Shippers' purchases	2,801	10,303
Total	77,732	107,528

SAUSAGE TROUBLES.

Has your bologna come down with "green center," or do your franks have "rubber skins"? Such ailments are diagnosed in THE NATIONAL PROVISIONER's new book, "SAUSAGE AND MEAT SPECIALTIES." Write for leaflet describing the book.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended November 19:

CATTLE.

	Week ended Nov. 19.	Prev. week.	Cor. week, 1937.
Chicago	28,871	25,030	26,060
Kansas City	11,305	17,050	26,831
Omaha	16,545	14,463	16,686
East St. Louis	10,304	10,978	10,440
St. Joseph	4,825	5,189	5,835
Saint Louis	4,749	4,603	9,029
Wichita ^a	3,511	3,267	3,812
Fort Worth	11,034	13,328	10,815
Philadelphia	2,021	2,026	1,951
Indianapolis	1,508	1,418	1,630
New York & Jersey City	2,267	8,978	8,998
Oklahoma City	5,374	7,264	8,262
Cincinnati	5,754	5,413	5,777
Denver	5,371	4,392	6,902
St. Paul	11,227	13,594	12,503
Milwaukee	3,499	3,694	4,826
Total	139,598	139,379	159,067

*Cattle and calves.

HOOS.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Saint Louis	Wichita	Fort Worth	Philadelphia	Indianapolis	New York & Jersey City	Oklahoma City	Cincinnati	Denver	St. Paul	Milwaukee
	131,351	34,321	32,477	80,588	16,881	21,172	3,081	3,926	20,433	19,233	54,679	4,648	18,104	4,804	81,333	12,469
	103,093	22,576	24,302	47,529	11,068	13,388	3,242	4,057	16,515	15,714	47,424	3,551	15,640	4,143	70,501	8,985
	128,685	29,985	31,228	62,643	11,132	20,851	2,810	4,182	18,999	25,261	61,734	4,895	19,130	5,174	81,881	16,682
Total	548,004	149,233	151,326	303,413												

SHEEP.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Saint Louis	Wichita	Fort Worth	Philadelphia	Indianapolis	New York & Jersey City	Oklahoma City	Cincinnati	Denver	St. Paul	Milwaukee
	36,621	13,962	11,305	15,220	9,055	6,347	1,257	1,007	4,005	4,433	54,079	2,938	18,278	4,895	22,259	1,715
	34,010	16,511	14,718	11,068	10,625	9,346	1,940	5,383	3,617	16,515	47,424	3,551	15,640	4,143	70,501	8,985
	29,724	11,742	12,248	11,132	7,250	9,130	1,016	5,117	5,278	18,999	61,734	4,895	19,130	5,174	81,881	16,682
Total	216,925	213,645	210,802													

CANADIAN LIVESTOCK PRICES

STEERS.

Top Prices	Week ended Nov. 17.	Last week.	Same week.	Nov. 18, 1937.
Toronto	\$6.75	\$6.50	\$8.00	
Montreal	6.25	6.00	8.50	
Winnipeg	5.50	5.50	7.00	
Calgary	5.50	5.50	5.50	
Edmonton	4.50	4.50	5.25	
Prince Albert	5.00	4.25	4.75	
Moose Jaw	4.50	5.00	4.50	
Saskatoon	4.50	4.75	5.25	
Regina	3.75	4.25	....

VEAL CALVES.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon	Regina
	\$11.00	10.00	10.00	10.50	10.50	10.50	10.50	10.50	10.50

^a Montreal and Winnipeg hogs sold on "fed and watered" basis. All others "off trucks."

BACON HOGS.

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon	Regina
	\$7.85	8.15	8.50	7.40	7.40	7.45	7.75	7.75	7.75

	Toronto	Montreal	Winnipeg	Calgary	Edmonton	Prince Albert	Moose Jaw	Saskatoon	Regina
	\$5.50	8.00	8.00	6.00	5.85	5.75	6.00	6.00	6.00

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
Week ending November 19, 1938	9,613	2,836	2,568
Week previous	7,010 1/2	2,309	2,387
Same week year ago	7,166	2,225	1,880
Week ending November 19, 1938	1,859	1,861	2,978
Week previous	1,766 1/2	1,842	2,930
Same week year ago	2,738	1,822	2,565
Week ending November 19, 1938	534	306	20
Week previous	355	534	20
Same week year ago	318 1/2	447	19
Week ending November 19, 1938	11,151	1,852	484
Week previous	7,191 1/2	1,629	347
Same week year ago	9,405	1,655	858
Week ending November 19, 1938	45,312	15,379	13,465
Week previous	29,670	15,483	13,175
Same week year ago	39,015	16,627	12,622
Week ending November 19, 1938	2,806	657	555
Week previous	1,683	590	592
Same week year ago	2,404	226	352
Week ending November 19, 1938	2,155,384	416,614	362,840
Week previous	1,697,685	471,918	337,767
Same week year ago	2,231,753	487,577	294,136
Week ending November 19, 1938	581,520	.....	.....
Week previous	562,950	.....	.....
Same week year ago	502,664	.....	.....

LOCAL SLAUGHTERS.

	Week ending November 19, 1938	2,021	.....
Week previous	8,678	2,026	.....
Same week year ago	8,998	1,951	.....
Week ending November 19, 1938	14,454	2,800	.....
Week previous	11,639	2,343	.....
Same week year ago	19,635	2,716	.....
Week ending November 19, 1938	32,981	20,483	.....
Week previous	47,424	16,515	.....
Same week year ago	51,900	18,999	.....
Week ending November 19, 1938	75,034	4,005	.....
Week previous	61,080	3,617	.....
Same week year ago	67,636	5,278	.....

U. S. INSPECTED HOG KILL

At 8 points for the week ended November 18, 1938, compared:

CATTLE.

Calves.

HOGS.

Sheep.

Lbs.

Number.

Cattle

Calves

Hogs

Sheep

125,821

CALIF. INSPECTED SLAUGHTER

State-inspected kill for October:

	Lbs.
Sausage	3,149,767
Pork and beef	2,269,147
Lard and lard substitutes	1,346,653
Chill	15,131
Total	6,780,698

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago for the first three days this week were unobtainable, except for one day, because of strike in Chicago Stock Yards.

CANADIAN INSPECTED KILL

September, September, 1938.

Cattle 81,272 102,731

Calves 52,028 66,887

Hogs 242,198 237,492

Sheep 113,255 117,307

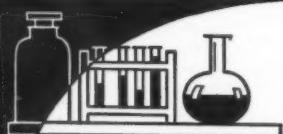
OLD PLANTATION SEASONINGS

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C. D. Reversible Plates, O. K. Knives with changeable blades and C. D. TRIUMPH Knives with changeable blades are used throughout the meat packing and sausage manufacturing field. C. D. equipment lasts longer, works better; plates will not crack, break or chip at cutting edges. Write the "Old Timer," Chas. W. Dieckmann, for complete details and prices of C. D. and O. K. knives, plates, sausage linking gauges, stock feed worms, studs, etc.

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Up and Down

Meat Packing 40 Years Ago

(From The National Provisioner, Nov. 26, 1898.)

Hogs slaughtered by all Western packers during the year ended Nov. 1, 1898, totaled 22,350,000 head and Eastern slaughter, 6,000,000 head. Valuation of the year's kill was \$240,000,000.

Secretary C. B. Murray of the Cincinnati Pork Packers and Provision Dealers Association reported that for the year ended Nov. 1, 1898, Cincinnati packers slaughtered more hogs than in any year since 1879, totaling 675,000 head. Summer curing began in Cincinnati in 1872, and in the 26 years to 1897 annual average slaughter at that point was 585,000 head.

Plans were made to install electricity in Armour and Company's Chicago plant to replace steam for power purposes. The plant also was wired for 5,000 electric lights.

Henry Muhs Co. was incorporated to operate pork packing houses at Passaic and Paterson, N. J.

Dubuque Packing Co., Dubuque, Ia., began operation at the end of November, 1898. James Beach and Chris Schmidt were the principal financial backers.

Reading Hide & Abattoir Co., Reading, Pa., was organized and began slaughtering 25 cattle and 50 head each of hogs, sheep and lambs daily.

Jacksonville Meat Co., Jacksonville, Ill., was incorporated with a capital of \$20,000; J. J. Shafer, A. M. Leck, Nicholas Kellar and W. P. Widmeyer, incorporators.

Armour Packing Co., Kansas City, began erection of a three-story branch house at Portsmouth, Va.

Swarzchild & Sulzberger Co. took deed to land in Syracuse, N. Y., on which to erect a branch house.

Meat Packing 25 Years Ago

(From The National Provisioner, Nov. 29, 1913.)

Sales of Cudahy Packing Co. for the year ended Nov. 2, 1913, totaled \$104,408,789.

Louis Burk, Philadelphia packer, acquired land alongside his plant for the erection of a plant addition.

Meyer Kornblum & Co. was one of the new firms of wholesale meat dealers in the West Washington market, New York City. Mr. Kornblum formerly conducted a chain of retail shops.

John J. Halstead, member of the once prominent meat packing firm of Halstead & Co., New York and Jersey City, died at his home in Brooklyn on No-

vember 24, 1913, at the age of 68 years.

East Rochester Packing Co., Rochester, N. Y., was incorporated with a capital stock of \$25,000 by W. D. Smith of Brooklyn and A. T. Jones and C. Lebrecht of Palmyra, N. Y.

Peerless Packing & Provision Co., Chicago, was formed with a capital stock of \$100,000. Incorporators were C. Quinlan, C. J. Short and B. J. Short.

Chicago News of Today

Chairman Oscar F. Mayer, president Oscar G. Mayer and Oscar Mayer III, Oscar Mayer & Co., Chicago; Carter H. Harrison, sr., and Carter Harrison, jr., and W. P. Doerr, meat industry contractor, recently enjoyed a deer hunting trip at Huron Mountain, Mich.

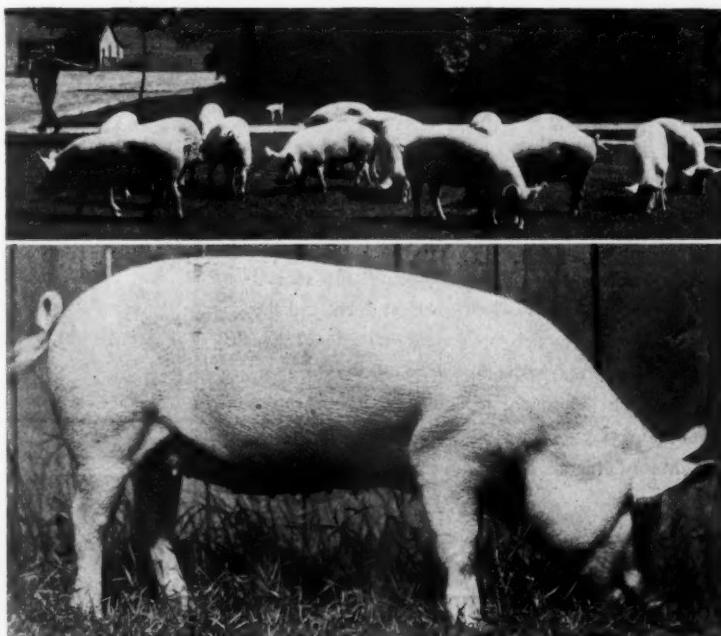
Fifth annual banquet of the Chicago Meat Packers and Wholesalers Association will be held in the Grand Ballroom of the Medinah Athletic Club on the evening of December 3. The entertain-

ment program will include a floor show and dancing. Arthur Beahm, Beahm Provision Co., president of the association, is in charge of arrangements. The affair is always widely attended by packers, wholesalers and others in the Chicago meat trade.

Oppenheimer Casing Co. adopted a unique method of announcing to the trade the change in their telephone number to Yards 2800 from the long used number, Boulevard 8000. In a little folder showing despairing cartoon figures of 8000, with the caution "forget the old telephone number," and joyful figures announcing "ring our new number Yards 2800," the announcement is made that, after 25 years of faithful service, the old number has been retired.

Paul H. Schoepflin, president, Niagara Blower Co., New York City, was a visitor in Chicago this week.

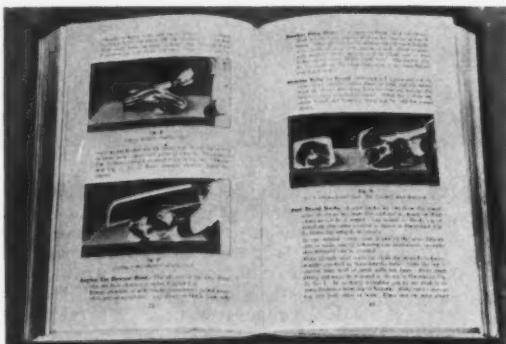
Livestock trading on the Chicago market was halted this week by a strike of C.I.O. livestock handlers employed by the Union Stock Yards and Transit Co. Since it was impossible to weigh ani-



CANADIAN TYPE HOGS MAKE GOOD BACON

Canadian type hog and work being done to improve it were described by George I. Christie, president, Ontario Agricultural College, at the annual convention of the Institute of American Meat Packers. These photographs were furnished The National Provisioner by Mr. Christie and show typical hogs of the kind to which he referred in his address.

Above is a herd of breeding gilts; below a close-up of one of the animals. Mr. Christie's address appears in the November 5 issue of The National Provisioner.



TYPICAL PAGES FROM "PROFITABLE MEAT CUTTING"

The book that tells how every kind of meat should be bought, cut, graded, displayed and sold at a profit!

The authors of "Profitable Meat Cutting" spent more than thirty years in the retail meat business and their book is based on facts, not theory. Here are some of the subjects discussed in this outstanding volume, every one with increased profit in mind:

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Typical pages from "Profitable Meat Cutting" illustrated above emphasize the thoroughness with which this book handles the subject matter discussed. Clear-cut illustrations aid the reader to visualize the various operations taken up in minute detail in the easily-read text pages. Join the thousands who have profited through the money making suggestions in "Profitable Meat Cutting." Fill out the coupon below today!

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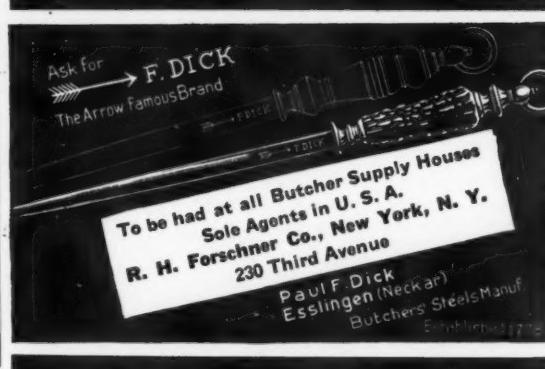
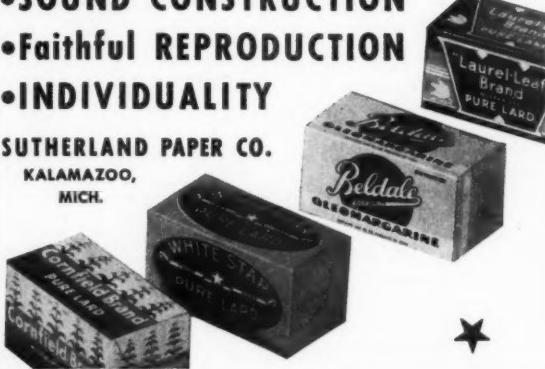
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MICH.



mals, practically nothing was sold on Monday and Wednesday. Two-day receipts were completely cleaned up on Tuesday, however, by local packers and Eastern order buyers as Live Stock Exchange, Stock Yards and packer employees weighed and yarded stock under a temporary truce. The International Live Stock Exposition, which opened on November 26, was not affected by the strike.

Frank Hunter, jr. Hunter Packing Co., East St. Louis, was a visitor in Chicago during the week.

Claxton Lee, associated with Lacy Lee, Inc., packinghouse products brokers, is spending a few weeks in Florida.

New York News Notes

After an extended visit to the United States Aleck Sheed, of Sheed Thomson & Co., New Zealand, left New York for Quebec on November 21, to sail on the s.s. Duchess of Richmond for home.

Vice president N. R. Clark and O. E. Droege, dairy and poultry department, Swift & Company, Chicago, were visitors to New York last week.

T. M. Galvin soap department, Armour and Company, Chicago, was a visitor to New York last week.



HORMELITE LED CHAMPIONS

Francis Twedell, University of Minnesota guard and captain, is a son of Harry Twedell, abattoir superintendent, Geo. A. Hormel & Co. Hormel has two other "Dairy Brand Golden Gophers" in Francis' brother, Don Twedell, sophomore relief guard, and Wilbur Moore, halfback, who has a brother in the freezer department. The three players have worked in the Hormel plant during Summer vacations.

Countrywide News Notes

John W. Rath, president Rath Packing Co., Waterloo, Ia., has been elected a director of the Illinois Central Railroad Co. to fill the vacancy caused by the death of Jerome J. Hanauer of New York. Earlier in the year the Illinois Central transferred the meetings of its board of directors from New York to Chicago and elected a majority of directors from its on-line territory. Election of an Iowan to succeed a New Yorker makes

twelve directors on the Illinois Central board of fifteen who are residents of cities on the Illinois Central System. In addition to Mr. Rath, such directors include Thomas E. Wilson, chairman of the board, Wilson & Co., L. A. Downs, Stanley Field, Charles A. Monroe, Gen. Robert E. Wood, James Norris and John L. Beven of Chicago; C. W. Gaylord of St. Louis; W. R. King of Memphis, A. D. Geoghegan of New Orleans and governor Henry Horner of Illinois. Mr. Rath was born in Ackley, Ia., which is served by the Illinois Central. Upon organization of the Rath Packing Co. in 1891 he moved to Waterloo on the Illinois Central. He has served continuously as president of the Rath Packing Company since 1898. He was chairman of the Institute of American Meat Packers in 1931-34 and is a director and member of the executive committee of the Institute. He is also a director of the National Live Stock and Meat Board, a member of the executive committee of the Iowa Manufacturers Association, and a director of the National Bank of Waterloo.

Two sons of the founder and president of Standard Packing Co., Los Angeles, Calif., T. P. Breslin, who died a short time ago, will head the organization and men active in the management and operation with Mr. Breslin during his lifetime will continue in those capacities. George M. Breslin, attorney, succeeded his father as president and Dr. Frank J. Breslin became vice-president. George H. Lincoln continues as secretary and treasurer and Carlos Sanchez, associated with Mr. Breslin for 33 years, was made general manager of the plant. C. J. Kessler remains sales manager and Sebastian Izuel, long associated with the livestock buying department, continues on the buying side. With perpetuation of plant management and activities under direction, as set up by Mr. Breslin himself, the business has gone along with the least interruption as a consequence of his passing and is reported as "much better than had been anticipated."

G. N. Chamberlain, 65, president of the Boston meat packing firm of Chamberlain & Co., Inc., died of heart disease



THOUSAND-DOLLAR STEER

Ira Loewenstein, president Superior Packing Co., St. Paul and Chicago, paid \$1,013.25 for the grand champion steer at the recent Junior Livestock Show at South St. Paul, Minn.

Above are Mr. Loewenstein; his son, Robert S., buyer for the company; and Betty Jones, 16-year-old club girl who owned and fed the steer, with the 965-lb. Angus grand champion.

Below in center is shown steer's carcass on the rail, flanked by other show cattle bought by Superior. C. F. Carlson, sales manager for Superior is shown (middle) with Arnold Hill, assistant sales manager, (right) and government meat grader (left).

at his office on November 17. A resident of West Newton, Mass., Mr. Chamberlain had served as head of the company 30 years, having succeeded his father, Willard H. Chamberlain, who founded the concern 75 years ago.

William H. Steusloff, prominent Northwestern packer and one of the founders of the Valley Packing Co., Salem, Ore., passed away in Salem on November 12 at the age of 79. Mr. Steusloff came to America from Germany when 7 years old. He worked seven years in the Omaha, Neb., plant of Swift & Company before going to Salem in 1898. The Valley Packing Co. was formed in 1919 by Mr. Steusloff, his brother, the late F. W. Steusloff, and Curtis B. Cross, who is president of the company and a director of the Institute of American Meat Packers.

Newport Packing Co. has been incorporated to operate at Newport, Wash.

NEW MEAT COOK BOOK

"Calendar of Meat Recipes," the new 1939 meat recipe book containing up-to-the-minute information to help the housewife in solving her meat buying and meat cookery problems, has just been made available by the National Live Stock and Meat Board. The book is especially appropriate for retail meat dealers to use as a holiday gift to customers. Name, address and phone number of the dealer are printed on the front cover, thus giving a personal touch to each book distributed.

As the name implies, this recipe book has been arranged to be of all-the-year-round value. Various sections are devoted respectively to meat recipes and menus for Winter, Spring, Summer and Fall. Menus are presented for breakfasts, luncheons and dinners as well as for such special occasions as Christmas



and New Year. The menus suggest the vegetables, salads and desserts to serve with the different meat dishes.

The new book contains 40 pages. It has an especially attractive cover in colors, the design bringing out in striking fashion the calendar idea. The various sections are also attractively illustrated in color with unique features.

Dealers from coast to coast have stated that the Board's recipe books in previous years have been very successful in attracting trade, through arousing greater housewife interest in meat.

The books can be supplied to retailers at cost and orders can be filled promptly. Further particulars, including prices, may be secured by writing The National Live Stock and Meat Board, 407 S. Dearborn St., Chicago.

LETTERS TO A SALESMAN

(Continued from page 13.)

While I am on this subject let me caution you about another thing that frequently mars the performance of otherwise valuable men. Don't ignore memos from the office. If a manager or an order clerk asks you a definite question, answer it, if only by making a pencil nota-

tion on the bottom of the memo and enclosing it in your office envelope. Headquarters has a reason for everything done, although the man in the field may sometimes wonder what it is; but if you want to feather your own nest, keep selling yourself to the accounting department, the sales department, and to the men handling claims and adjustments. Only then can you give a well-rounded performance in the field.

Good luck,
UNCLE FRED

Value of Cost Survey

(Continued from page 7.)

other sausage manufacturer could do as well as we do if he were willing to make the effort and give time to detailed studies of operations in his own plant and the improvement possibilities present.

Production Costs Govern

"In the past 12 years we have constructed two new plants, have replaced much equipment and have been among the first to adopt new processing ideas and methods. Our policy has been dictated solely by cost of production and quality of products.

"Any rebuilding program, any new process or any new or improved machine that offers a possibility of cutting our cost of production, improving the quality of our products or improving our merchandising position receives our serious consideration regardless of our present facilities. We welcome the opportunity to spend money to make money."

Certainly the ambitious sausage manufacturer cannot know too much about his business. A more general consideration of every detail of processing, a greater familiarity with costs and factors influencing them, and a better understanding of the facilities and possibilities for improving processing and operating efficiencies would be helpful in solving industry problems. They would enable the individual operator to know when plant, equipment and methods become obsolete, and when rebuilding, rehabilitation or replacement are profitable.

Obsolete Equipment Costly

The plea that obsolete buildings and equipment must be continued in service because of the expense of replacing them seldom can be successfully justified. The sausage manufacturer pays for efficient facilities whether or not he enjoys the benefits to be obtained from them—pays in loss of volume, higher merchandise expense, higher costs and loss of volume. No improvement which pays its way and earns a profit should rightfully be considered as an expense.

A start toward greater processing efficiency and lower costs need not necessarily involve a large initial investment, however. The start can be

made in a modest way by making all possible savings, however small. It is often surprising what can be accomplished in the way of bringing preventable losses to light when earnest and persistent efforts are made. Every saving makes progressively easier the next step in placing a plant on an efficient basis by adding to the funds available for the work. Merely the "will to do" can carry one far in cost cutting and working toward the improvement of product quality.

Inefficiencies Often Overlooked

Perhaps many sausage manufacturers miss opportunities for improving their situation because they keep their eyes so close to the cloth they cannot see the pattern. They become so absorbed and involved in daily routine that they fail to observe shortcomings and losses in their business which would be immediately obvious to an outside expert visiting the plant, and they fail to keep up to date on important developments in methods and equipment continually being made.

The sausage manufacturer needs to supervise his plant's operations closely. Doing this need not restrict his viewpoint to his own limited sphere of operation, thus causing him to neglect the broad perspective so necessary for a correct appraisal of possibilities and their application and advantages to his own business.

OCTOBER MEAT TRADE GAINS

October dollar sales by meat packers were above the 1928-37 average for the month, while industry employment and wage payments rose 3 and 6 per cent respectively, according to the monthly survey by the Federal Reserve Bank of Chicago. Tonnage sold was seasonally greater than production and inventories declined 10.2 per cent from September, 1938.

Export shipments expanded in October to take advantage of summer freight rates and replenish stocks in the United Kingdom. Orders placed during the crisis were also filled. Czechoslovakian imports dropped sharply following the Sudeten settlement and there was little continental European demand. Exports to Puerto Rico and Cuba declined. Imports of animal products in October were below receipts during the month of September.

CHAIN STORE SALES

Sales of Jewel Tea Co., Inc., covering the four weeks ended November 5 showed an increase of .1 per cent over corresponding 1937 figures, reaching \$1,951,750 as compared to last year's total for the same period of \$1,948,746. For the 44 weeks ended November 5, sales aggregated \$19,903,628, compared with sales totaling \$19,438,161 in the same period last year, or an increase of 2.4 per cent.

New Literature

Facts About Shipping Boxes (NL 617).—Booklet contains information of value to buyers of corrugated shipping boxes, featuring "check list" of factors determining shipping box quality. This list includes raw materials, super processing, engineering research, designing facilities, factory locations and service. Illustrated. Hinde & Dauch Paper Co., Sandusky, O.

Vertical Tank Freezing System (NL 618).—A 32-page booklet featuring development, construction and operation of vertical trunk freezing system. Other subjects covered are tank construction, brine agitators, fixed tube pressure systems, dehumidifying systems, center tube continuous blow systems, hoists and cranes, ammonia compressors and condensers, and recommended plant layouts. Bulletin No. 38311, issued by York Ice Machinery Corp., York, Pa.

Indicating Controllers for Temperature and Pressure (NL 616).—Bulletin No. 1175, issued by C. J. Tagliabue Mfg. Co., Brooklyn, N. Y., describes new direct set indicating controllers for temperature and pressure. Models are housed in weather-proof die-cast aluminum case finished in black enamel and chromium. Interchangeable calibrated tube system, safety link for range protection and pointer arm brackets with bearings at both ends are among construction details featured.

Condensing Units (NL 608).—Two-color, profusely illustrated folder designed to acquaint purchasers of small refrigerating units with various types manufactured by the company and important details of design. Capacity and dimensional tables for both air cooled and water cooled units are included.—Carrier Corp.

Pipe Repairs (NL 431).—"Pipe Repair Handbook," in which is discussed various kinds of leaks in pipes and fittings and how repairs can be made without service interruptions. M. B. Skinner Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:
Please send, without obligation, publications listed below. (Give key number only):

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WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on November 23, 1938.

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS, Choice¹:				
400-500 lbs.	\$16.00@18.00	.....	\$17.00@18.50	.....
500-600 lbs.	16.00@18.00	.....	17.00@18.50	\$17.50@19.00
600-700 lbs.	16.00@18.00	\$17.00@18.50	17.00@18.50	17.50@19.00
700-800 lbs.	16.00@18.00	17.00@18.50	17.00@18.50	.....

STEERS, Good¹:				
400-500 lbs.	14.00@16.00	.....	15.00@17.00	.....
500-600 lbs.	14.00@16.00	.....	15.00@17.00	15.00@17.50
600-700 lbs.	14.00@16.00	15.00@17.00	15.00@17.00	15.00@17.50
700-800 lbs.	14.00@16.00	15.00@17.00	15.00@17.00	.....

STEERS, Medium¹:				
400-600 lbs.	12.50@14.00	.....	12.50@15.00	13.00@15.00
600-700 lbs.	12.50@14.00	13.00@15.00	12.50@15.00	13.00@15.00

STEERS, Common (Plain)¹:				
400-600 lbs.	11.50@12.50	12.00@13.00	12.00@12.50	.....
COW (all weights):				
Choice	11.00@12.00	11.50@12.50	12.00@13.00	12.00@13.00

Choice	11.00@12.00	11.50@12.50	12.00@13.00	12.00@13.00
Good	10.50@11.50	11.00@12.00	11.00@12.00	11.00@12.00

Medium	10.50@11.50	10.50@11.50	10.50@11.50	10.50@11.50
Common (plain)	10.00@10.50	10.50@11.00	10.50@11.00	10.50@11.00

Fresh Veal and Calf:				
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VEAL (all weights): ²				
Choice	14.00@15.00	16.00@17.00	17.00@18.50	16.00@17.00
Good	13.00@14.00	14.00@16.00	15.00@17.00	15.00@16.00
Medium	12.00@13.00	13.00@14.00	13.00@15.00	13.00@15.00

Common (plain)	11.00@12.00	12.00@13.00	12.00@13.00	12.00@13.00
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CALF (all weights) ^{2, 3} :				
Choice	11.50@12.50	12.50@13.50	12.50@14.00	13.00@14.00
Good	10.50@11.50	11.50@12.50	11.50@12.50	11.50@13.00
Medium	10.50@11.50	10.50@11.50	10.50@11.50	10.00@11.50

Common (plain)	10.00@10.50	10.50@11.00	10.50@11.00	10.00@11.00
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Fresh Lamb and Mutton:				
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LAMB, Choice:				
38 lbs. down	16.50@17.50	18.50@19.00	18.00@18.50	19.00@19.50
39-45 lbs.	16.50@17.50	18.00@18.50	17.50@18.00	18.00@19.00
46-55 lbs.	15.50@16.50	17.50@18.50	17.00@17.50	17.00@18.00

LAMB, Good:				
38 lbs. down	15.50@16.50	17.50@18.50	17.50@18.00	17.00@18.00
39-45 lbs.	15.50@16.50	17.00@18.00	17.00@17.50	17.00@18.00
46-55 lbs.	14.50@15.50	16.50@17.50	16.50@17.50	17.00@18.00

LAMB, Medium:				
All weights	14.50@15.50	16.00@17.00	15.00@16.50	15.00@17.00

LAMB (Common), Plain:				
All weights	12.50@14.50	15.00@16.00	13.50@15.00	14.00@15.00

MUTTON (Ewe), 70 lbs. down:				
Good	8.00@ 9.00	9.00@10.00	8.00@ 9.00	.....
Medium	7.00@ 8.00	8.00@ 9.00	7.00@ 8.00
Common (plain)	6.00@ 7.00	7.00@ 8.00	6.00@ 7.00

Fresh Pork Cuts:				
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LOINS:				
8-10 lbs.	15.00@16.50	16.50@17.50	15.50@17.00	15.50@17.00
10-12 lbs.	15.00@16.50	16.50@17.50	15.50@17.00	15.50@17.00
12-15 lbs.	14.50@16.00	16.00@17.00	15.00@16.50	15.50@16.50
16-22 lbs.	14.00@15.00	.....	.....	14.50@15.50

SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.	12.50@13.00	.....	13.50@15.00	13.50@15.00

PICNICS:				
6-8 lbs.	14.00@14.50	.....	.....	.....

BUTTS, Boston Style:				
4-8 lbs.	14.00@15.00	.....	16.00@17.00	15.50@17.00

SPARE RIBS:				
Half Sheets	13.00@14.00	.....	.....	.....

TRIMMINGS:				
Regular	9.00@ 9.50	.....	.....	.....

¹Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. ²"Skin on" at New York and Chicago. ³Includes sides at Boston and Philadelphia.

recently occupied by the Maas store, and has installed a line of meats, groceries, hardware and dry goods.

Fleischman Meat Market, Abbottsford, Wis., has installed a new refrigerating system.

A. N. McDonald has reopened his meat market at 6606 San Pablo ave., Oakland, Calif.

Lewis Flint has entered the meat business at 1614 Y st., Sacramento, Calif.

New refrigerator showcases for displaying meat products were recently installed in the Webster Grocery, Fennimore, Wis., and the O. S. Johnson grocery at Spooner, Wis.

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Natural Casings

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TOWER BRAND MEATS

Slaughterers of Cattle, Hogs,

Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Chicago Markets

(Continued from page 44.)

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w/hae stock):	
In 425-lb. bbls., delivered.....	\$ 8.75
Saltpeper, less than ton lots:	
Dbl. refined granulated.....	6.90
Small crystals.....	7.90
Medium crystals.....	8.25
Large crystals.....	8.65
Dbl. rfd. gran. nitrate of soda.....	3.75
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	
Granulated.....	7.20
Medium, undried.....	9.70
Medium, dried.....	10.20
Rock.....	6.80
Sugar—	
Raw, 90 basis, f.o.b. New Orleans.....	@2.95
Second sugar, 90 basis.....	None
Standard gran., f.o.b. refiners (2%).....	@4.55
Packers' curing sugar, 100 lb. bags.....	@4.15
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.05
Dextrose, in car lots, per cwt. (in paper bags).....	@3.74

SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@17
Domestic rounds, 140 pack.....	@28
Export rounds, wide.....	@35
Export rounds, medium.....	@26
Export rounds, narrow.....	@40
No. 1 weans.....	@6
No. 2 weans.....	@4
No. 1 bungs.....	@10
No. 2 bungs.....	@7
Middles, regular.....	@38
Middles, select, wide, 2@2½ in.	@45
Middles, select, extra wide, 2½ in. and over.....	@95
Dried bladders	
12-15 in. wide, flat.....	.75
10-12 in. wide, flat.....	.65
8-10 in. wide, flat.....	.35
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	.25
Narrow, special, per 100 yds.....	2.10
Medium, regular.....	1.60
English, medium.....	1.35
Wide, per 100 yds.....	1.00
Extra wide, per 100 yds.....	.90
Export bungs.....	.23
Large prime bungs.....	.18
Medium prime bungs.....	.10
Small prime bungs.....	.04
Middles, per set.....	.18
Stomachs.....	.09

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime.....	15½	17
Refined.....	16	18
Chili Pepper.....	..	19½
Chili Pepper, Extra.....	15	17
Cloves, Amboyna.....	26	30
Madagascar.....	17	20½
Zanzibar.....	19	22
Ginger, Jamaica.....	15	17
African.....	9	11
Mace, Fancy Bands.....	61	66
East India.....	56	60
E. I. & W. I. Blend.....	55	55
Mustard, Flour, Fancy.....	22½	22½
No. 1.....	15	20
Nutmeg, Fancy Bands.....	25	25
East India.....	21	21
E. I. & W. I. Blend.....	16½	16½
Paprika, Extra Fancy.....	40	39
Hungarian, Fancy.....	39	39
Pepita Sweet Red Pepper.....	26½	25½
Pimento, Canned, 1220-lb. bbls.....	25½	25½
Red Pepper, No. 1.....	25	19
Pepper, Black Aleppo.....	9½	10½
Black Lampong.....	7½	8½
Black Tellicherry.....	10	11
White Java Munok.....	10	12
White Singapore.....	9½	11½
White Packers.....	..	11

SEEDS AND HERBS

	Ground for Whole.	Sausage.
Caraway Seed.....	9	11
Celery Seed, French.....	17	20
Comino Seed.....	11½	14
Coriander Morocco Bleached.....	8	8½
Coriander Morocco Natural No. 1.....	6½	8½
Mustard Seed, Dutch Yellow, American.....	9½	12½
Marjoram, French.....	17	20
Oregano.....	12½	16
Sage, Dalmatian, Fancy.....	8½	10½
Dalmatian No. 1.....	7½	9½

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good and choice, 940-lb.	\$ @11.00
Steers, medium, 1,107-1,134-lb.	9.00@ 9.10
Cows, medium	5.25@ 6.00
Cows, common	4.25@ 5.00
Bulls, medium	6.00@ 7.00

LIVE CALVES

Vealers, good and choice.....	\$ 9.50@ 12.50
Vealers, medium	7.50@ 9.00
Calves, good and choice, 210-380-lb.	6.75@ 8.00

LIVE HOGS

Hogs, good to choice, 100-lb.	\$ @ 7.85
------------------------------------	-----------

LIVE LAMBS

Lambs, good to choice.....	\$ @ 10.25
Lambs, culf and common.....	6.50@ 7.00

DRESSED BEEF

City Dressed.

Choice, native, heavy.....	20½@ 21½
Choice, native, light.....	20@ 21
Native, common to fair.....	16½@ 19

WESTERN DRESSED BEEF

Native steers, 600@800 lbs.	19 @ 20½
Native choice yearlings, 440@600 lbs.	17 @ 20
Good to choice heifers.....	23 @ 24
Good to choice cows.....	17 @ 17
Common to fair, cows.....	14 @ 15
Fresh bologna bulls.....	12 @ 13

BEEF CUTS

	Western.	City.
No. 1 ribs.....	25 @ 27	26 @ 28
No. 2 ribs.....	22 @ 24	23 @ 24
No. 3 ribs.....	19 @ 21	21 @ 22
No. 1 loins.....	40 @ 48	44 @ 50
No. 2 loins.....	30 @ 40	36 @ 42
No. 3 loins.....	24 @ 25	30 @ 34
No. 1 hinds and ribs.....	23 @ 24	23 @ 25
No. 2 hinds and ribs.....	20 @ 22	20½@ 22½
No. 2 rounds.....	17 @ 18	17 @ 18
No. 3 rounds.....	16 @ 16	17 @ 17
No. 1 chucks.....	16 @ 17	17 @ 17
No. 2 chucks.....	15½@ 16	16 @ 16
No. 3 chucks.....	14 @ 15	15 @ 16
City dressed bolognas.....	13 @ 14	14 @ 15
Rolls, reg. 6@8 lbs. av.	23 @ 25	24 @ 26
Rolls, reg. 4@6 lbs. av.	18 @ 20	19 @ 21
Tenderloins, 4@6 lbs. av.	50 @ 60	50 @ 60
Tenderloins, 5@6 lbs. av.	50 @ 60	50 @ 60
Shoulder clods.....	16 @ 17	17 @ 18

DRESSED VEAL

Good	16½@ 17½
Medium	15½@ 16½
Common	14½@ 15½

DRESSED SHEEP AND LAMBS

Spring lambs, good	18 @ 19
Spring lambs, good to medium	17 @ 18
Spring lambs, medium	16 @ 17
Sheep, good	7½@ 9½
Sheep, medium	6 @ 7½

DRESSED HOGS

Hogs, good and choice (90-140 lbs., head on, leaf fat in).....	\$12.00@ 12.75
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	@17
Pork tenderloins, frozen.....	@33
Shoulders, Western, 10@12 lbs. av.	@15
Butts, boneless, Western.....	@23
Butts, regular, Western.....	@16½
Ham, Western, fresh, 10@12 lbs. av.	@22
Pork trimmings, extra lean.....	@19
Pork trimmings, regular 50% lean.....	@15
Spareribs	@14½

COOKED HAMS

Cooked hams, choice, skin on, fatted.....	@38
Cooked hams, choice, skinless, fatted.....	@39

SMOKED MEATS

Regular hams, 8@10 lbs. av.	23 @ 24
Regular hams, 12@14 lbs. av.	23 @ 23
Skinned hams, 12@14 lbs. av.	23 @ 24
Skinned hams, 16@18 lbs. av.	24 @ 25
Skinned hams, 18@20 lbs. av.	24 @ 25
Picnics, 4@6 lbs. av.	18 @ 19
Plenics, 6@8 lbs. av.	18 @ 19
City pickled bellies, 8@12 lbs. av.	20 @ 21
Bacon, boneless, Western.....	24 @ 25
Bacon, boneless, city.....	23 @ 24
Roulottes, 8@10 lbs. av.	20 @ 21
Beef tongue, light.....	@23
Beef tongue, heavy.....	@24

FANCY MEATS

Fresh steer tongues, untrimmed.....	16c a pound
Fresh steer tongues, l. c. trimmed.....	30c a pound
Sweetbreads, beef	70c a pair
Sweetbreads, veal	42c a pair
Beef kidneys	28c a pound
Mutton kidneys	28c a pound
Liver, beef	28c a pound
Oxtails	30c a pound
Beef hanging tenders	30c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Show Fat	\$1.75 per cwt.
Breast Fat	2.50 per cwt.
Edible Stuet	3.50 per cwt.
Inedible Stuet	3.00 per cwt.

GREEN CALFSKINS

5-9 9½-12½ 12½-14 14-18 18 up	Per ton

<tbl

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**BEEF • PORK • VEAL • LAMB
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HAMS • BACON • LARD • SAUSAGE
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*A full line of Fresh Pork • Beef • Veal
Mutton and Cured Pork Cuts*

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BLACK HAWK HAMS AND BACON
PORK - BEEF - VEAL - LAMB

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THE RATH PACKING CO. WATERLOO, IOWA

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NIAGARA BRAND

HAMS & BACON

SHIPERS OF STRAIGHT AND MIXED CARS OF

BEEF-PORK-SAUSAGE-PROVISIONS
BUFFALO -- WICHITA

GEO. H. JACKLE

Broker

*Offerings Wanted of:
Tankage, Blood, Bones, Cracklings, Hoofs*

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New York City



**NATURE AND
HUMAN SKILL
combine to give
Superb Quality
in these imported
canned Hams.**

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CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Salesman or Distributor

Wanted, salesman or distributor to handle sausage seasonings on commission basis. Good opportunity for man contacting meat packers and sausage manufacturers. W-410, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Sales Manager

Sales manager is looking for connection with concern in manufacture or distribution of meat and dairy products. Best of references. Retail and wholesale experience. Complete knowledge of the products. Middle aged. Reply to W-407, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Position wanted by sausagemaker with many years' experience in making all kinds of sausages. Will go anywhere. W-408, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Merchandise Manager

Merchandise manager of meats, fish, butter, eggs and cheese, with complete knowledge of these products is looking for a connection in this capacity. Finest of past record and reference of the highest quality. Volume plus profit. Experienced, modern merchandiser, capable handler of personnel. Reply to W-409, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Engineer

Industrial engineer and millwright, white, American citizen. No objectionable habits. Long experience in packinghouse and kindred equipment. Efficient maintenance of all equipment, buildings, garage, etc. Prefer small, growing reputable company, southern or eastern states. W-411, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

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No key, nothing to unscrew. Just slip them in place and they stay there until you want to take them out, and that is just as easy.

Position Wanted

Bologna Foreman

Expert bologna maker, German, is looking for position as foreman with large or small concern. First-class references. Prefer East. W-402, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

A-1 sausage foreman seeks connection with reliable firm. Well acquainted with Chicago and vicinity but can go anywhere. Can make all brands of sausages and specialties: ham, bacon, boiled ham, loaf goods, etc. W-401, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plant Manager

26 years' experience in following capacities: general plant manager, sales manager and district branch house superintendent; 12 years' fresh meat supervision, buying, killing and sales. Beef, lambs, calves, also pork and provision experience with big packer. Is located in middlewest. Age 46. Available on short notice. W-403, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Practical, efficient superintendent with 25 years' experience in operating, managing and organizing packinghouse production seeks connection with Canadian firm. Can give references from leading packers. Experienced in new cure for hams and processing. Has formulas for this and other packinghouse products. W-405, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Grinder

For sale, Enterprise Grinder

No. 166	Cycle 60
Type T.R. 9	Volts 220
H.P. 15	Amp. 42
R.P.M. 1750	Triumph Motor
Phase 3	A.C. Current

Wilmington Provision Company, Wilmington, Delaware.

Equipment for Sale

The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

Sausagemaking Equipment

For sale, complete small sausage manufacturing equipment: cooler, compressor, machinery, portable smokehouse, bake oven, tanks, etc. For details address O. J. Martin, 7342 Perry Ave., Chicago, Ill.

Used Bacon Slicer

For sale, Link-Belt Model "B" bacon slicer, complete with guides and knives. Bargain prices. Also, coffee roasting equipment. Jewel Food Stores, 3617 South Ashland Ave., Chicago, Ill.

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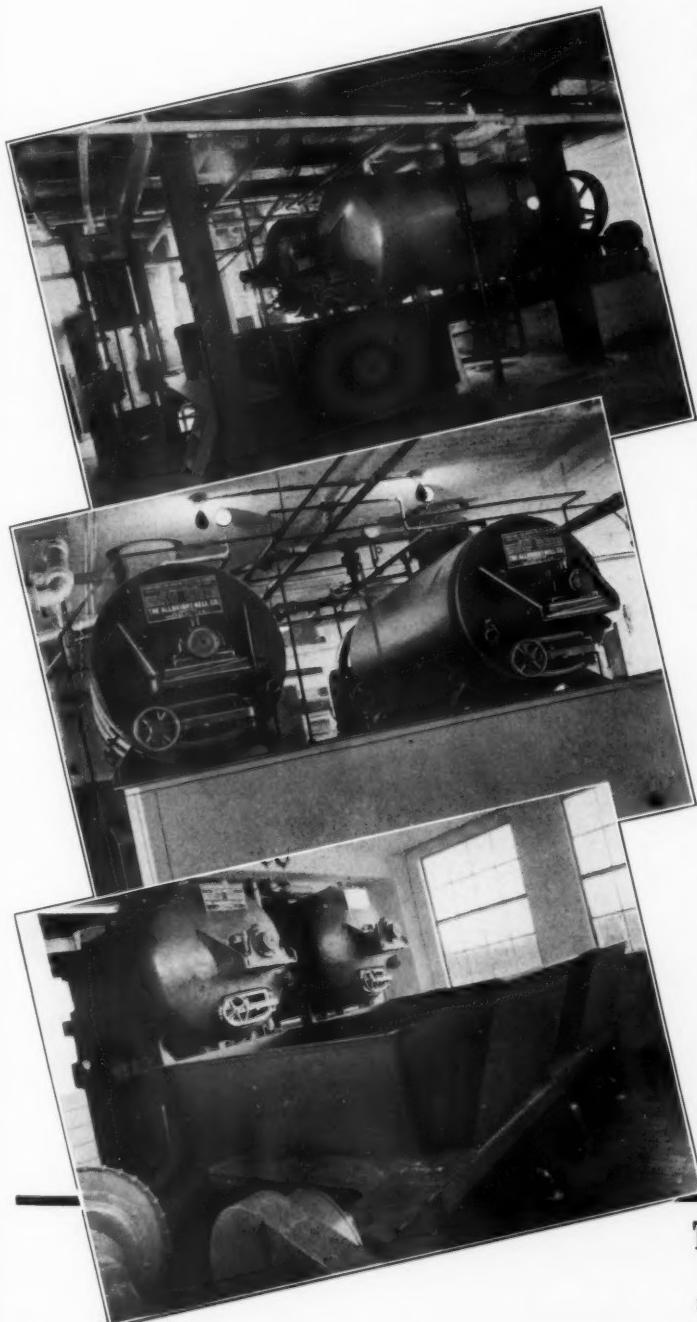


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